

Ishii Co., Ltd. Corporate G u i d e

株式会社イシイ ● 会社案内



飛び立つことから、始めたい。
Taking flight for the future.

株式会社イシイ ● Ishii Co., Ltd.



カラを、やぶりたい。
We're coming out of our shell...

雛からはじまる動物福祉の想い。世界へ羽ばたく企業へ!

Our thoughts of animal welfare start with baby chicks.
Spreading our wings across the globe!

世界の畜産業界の情報と技術を繋ぐ。

通商・設備室のおもな仕事は貿易業務で、ヨーロッパ・アメリカからの輸入を中心に世界20~30社の海外メーカーの担当者とメールや電話でコミュニケーションを図りながら、取引を行っています。また新しい商品を輸入する場合は、実際に海外へ足を運びメーカー訪問を行い、会社確認、商品確認を行います。海外から商品を輸入するにはたくさんの手続きが必要で、様々な法律も関係します。想像以上に時間がかかりますが、海外メーカーからお客様の手元まで安全に、期限内にお届けするよう努めています。長年取引をしている海外メーカーと連携し、既存商品の改良、新商品の開発も積極的におこなっています。最新のワクチネーション機器や孵卵場オートメーション機器、養鶏飼育機器といった商品を試験的に輸入した後、実用化を目指します。実用化された設備は周辺事業部が外部販売を行いますので、データやマニュアルを営業担当が理解しやすい内容に作成します。商品知識はもちろん、畜産・ペットなど様々な業界の知識も必要となるので、日本・海外を問わず展示会、講演会などに参加し日々勉強をしています。

The main responsibilities of the Trading/Machinery Development Office are trading operations consisting of performing transactions focused on imports from Europe and America while effectively communicating by e-mail and telephone with representatives of some 20 to 30 foreign manufactures across the globe. Additionally, when importing a new product, department personnel travel abroad to the actual countries, and visit the manufacturers in order to check the companies and their products. There are many procedures required in importing products from abroad as well as many different laws that are related to these pr

with overseas manufacturers with whom we have done business for many years in order to improve the quality of existing products and to aggressively develop new products also. We are importing leading-edge equipment such as vaccination, hatchery automation and poultry keeping on a trial basis to commercialize the equipment in the future. Once the equipment is commercialized, we provide necessary equipment data and manual to Sales team in Peripherals Division so that they could fully understand and offer the equipment to their customers. As it is necessary to not only obtain product knowledge, but also knowledge regarding various industries such as livestock and pet industries, our personnel participate in trade shows and lectures both in Japan and abroad, as a part of our efforts to study daily.

先輩社員より

養鶏産業は日本よりも欧米の方が進化しています。その技術や新商品情報をいち早く入手するため、年に数回海外出張し見本市や取引先を訪れます。入社当時、英語には自信があったのですが専門用語がわからず苦勞しました。現在は、海外現場研修や上司の指導のおかげで自信を持って交渉できるようになりました。



Europe and America are far-more advanced in the poultry farming industry than Japan. In order to rapidly acquire that technology and new product information, I travel abroad on business several times a year to visit trade fairs, and our customers and suppliers. Although I was confident in my English skills when I entered the company, it was quite difficult for me as I didn't have a command of the specialized vocabulary. Now, thanks to on-site training received abroad and the guidance of my superiors, I am able to negotiate with confidence.