

“Taking on New Challenges on the Global Stage with Diverse Colleagues”

叶宏嫣

2024: Graduated from Waseda University, major in Political Science ,Journalism

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2024: Joined MITSUI & CO.(CHINA) LTD.. and was assigned to the Corporate Planning & Administrative Department

2025: Transferred to the Foodstuff Department of MITSUI & CO.(SHANGHAI) LTD. , where she currently works



Q: What do you see as the unique appeal of Mitsui & Co.?

A:

For me, the unique appeal of Mitsui & Co. lies in the opportunity to take on a wide variety of challenges by leveraging its global network and diverse business foundations.

I am involved in expanding overseas markets for food ingredients produced in China. In my day-to-day work, I collaborate with Chinese suppliers, group companies in Japan, and Mitsui offices and customers around the world.

Through this experience, I have come to appreciate that even a single project can bring together a broad range of expertise and resources. There are many highly specialized colleagues and partners both inside and outside the company, and by drawing on this network, we can pursue business opportunities that would be difficult to realize alone.

Another major attraction is the environment in which people can work across national and organizational boundaries with colleagues from diverse backgrounds, continually gaining new perspectives and opportunities to learn.

Q: How was your domestic transfer decided?

A:

After joining the company, I first completed an approximately one-year developmental assignment in a corporate department. This gave me the opportunity to learn broadly about the company's overall operations, organizational structure, and the way different departments work together. That experience deepened my understanding of the foundations that support the company. At the same time, it strengthened my desire to move next to the front line of the business and gain hands-on sales experience.

Around that time, an internal opening was announced for a food business position in Shanghai. I was attracted by the nature of the business and its future growth opportunities. As I am originally from southern China and had also considered building my career in Shanghai, I volunteered and applied for this position. The fact that the company offered opportunities to take on new markets and businesses gave me the final encouragement to embrace the challenge.

Q: Of the four Values that support Mitsui & Co.'s spirit of “Challenge and Innovation” (“Build brighter futures, everywhere,” “Thrive on diversity,” “Individual growth, global impact,” and “Act with integrity”), which do you value most?

A:

The value I place the greatest importance on is “Act with integrity.”

Since joining the company, I have worked in both corporate and business divisions. In every department, I have realized that relationships of trust are the foundation of our work.

In a sales role, we interact with customers, suppliers, and internal stakeholders who each have different perspectives. When responding to a complaint, for example, I make a point of not only understanding the customer's request accurately, but also considering the supplier's circumstances and seeking a solution that both sides can accept.

When an issue arises, I also believe it is important to share not only positive information, but also challenges and risks candidly, and to work together with the relevant parties toward a solution. I believe that the small actions we take every day build long-term trust. Whatever the situation, I therefore strive to approach my work with integrity.

Q: Since joining the company, which experience has contributed most to your growth and given you the greatest sense of fulfillment?

A:

The experience that gave me the greatest sense of fulfillment was helping to launch a new business.

At the outset, my knowledge of the industry and products was limited. I therefore learned from experts at affiliated companies while conducting market and supplier research. I also organized the criteria that should be used to evaluate suppliers and deepened my understanding by proactively gathering information.

In addition, I collaborated with overseas offices to understand the needs and characteristics of each market. Together with the relevant stakeholders, I explored the business potential from the ground up through repeated discussion and trial and error.

Although the transaction was small in scale, successfully closing the deal gave me a tremendous sense of achievement. The experience of working with others to develop hypotheses and build a business from nothing into a tangible opportunity contributed greatly to my growth.