

# EXOTEC

Sales (Engineer)フランスのユニコーンEXOTEC企業 日本法人立ち上げメンバー募集 ※  
テック・倉庫経験者

日本における急成長スタートアップ / 自動ピッキングロボット

## Job Information

### Hiring Company

EXOTEC NIHON Co., Ltd.

### Subsidiary

Exotec Nihon株式会社

### Job ID

1260478

### Company Type

Small/Medium Company (300 employees or less) - International Company

### Non-Japanese Ratio

About half Japanese

### Job Type

Permanent Full-time

### Location

Tokyo - 23 Wards, Minato-ku

### Train Description

Yamanote Line, Shinagawa Station

### Salary

6 million yen ~ 8 million yen

### Refreshed

April 24th, 2025 07:00

## General Requirements

### Minimum Experience Level

Over 1 year

### Career Level

Entry Level

### Minimum English Level

Business Level (Amount Used: English usage about 50%)

### Minimum Japanese Level

Fluent

### Other Language

French - Business Level

French language is a plus - not mandatory

### Minimum Education Level

Bachelor's Degree

### Visa Status

Permission to work in Japan required

## Job Description

- You take over sales opportunities from Business Development team and are responsible for the design of final technical and commercial offers
- You understand the customers' needs and analyze their logistics data
- You build and propose efficient technical solutions, based on the integration of our system within the customers' warehouses
- You ensure a proper dimensioning of the selected solutions and participate to the defense of our offer with the clients
- You support our integrators on how to sell our products and solutions
- You conduct a daily strategic watch to ensure that our R&D roadmap is aligned with market trends and needs

---

## Required Skills

- Experience:
  - 1+ years of experience and a proven track record in sales engineering within logistics products/systems industry, 3PLs sales, or supply chain consulting firm.
  - Significant B2B sales engineering experience in intralogistics is a plus!
- Personality:
  - You are success-driven, characterized as a person with ambition and motivation.
  - You are persuasive in designing and selling value propositions and creative solutions.
  - You have excellent communication skills, and are comfortable conveying key messages in written, oral and presentation format to partners or clients.
- Working practice:
  - Your working style can be described as proactive, energetic and collaborative
  - You have rigor and you pay attention to details
- Know-How:
  - You have recognized competences in layout design and logistics systems dimensioning
  - You know how to build relevant and persuasive offers

---

## Company Description

### KEYWORDS

供給連鎖, サプライチェーン, 物流, ロジスティクス, 倉庫, プロキュアメント, 求人  
SC, supply chain, specialist, robotics, technology, procurement

### WHO ARE WE?

The story of Exotec Solutions began in 2014, on a bus taking the future co-founders Romain Moulin and Renaud Heitz to work at General Electric Medical.

News had just broken in the world of intralogistics: Amazon had decided to keep the revolutionary KIVA robot technology to themselves.

The news stuck with the two engineers who thought about it and decided they could do better: design a robotic order preparation system using a fleet of robots able to move in three dimensions. The Skypod was born.

### OUR INNOVATIONS

#### \* The Skypod System

Exotec's signature solution, The Skypod system, utilizes robots that can reach a height of 36 feet to enable high-density inventory storage. Exotec increases warehouse throughput up to 5 times with 2-minute response times for all SKUs. Exotec systems are fully modular allowing customers to deploy in a matter of months and easily expand their systems without interrupting production by simply adding robots, stations, or racks.

#### \* The Skypicker

The Skypicker is an articulated arm able to move solid objects weighing up to 2kg and with a minimum surface of 2 x 2 cm at a speed of 2 m/s. It allows for simultaneous preparation of four orders and transfer to the next station for order completion with manual picking or packing.

The Skypicker is controlled by Astar (software) in an enclosed and secure environment that guarantees the safety of the operators. It can reach outputs of up to 600 items per hour and ensure sustained order picking of prehensile products.