



## Sales and Business Development

### Wind Power Industry Sales

#### Job Information

**Hiring Company**

[Delairco Japan](#)

**Job ID**

1364531

**Industry**

Other (Infrastructure)

**Company Type**

Small/Medium Company (300 employees or less)

**Non-Japanese Ratio**

Majority Japanese

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Chiyoda-ku

**Train Description**

Chuo Line Rapid (Takao-Tokyo), Ochanomizu Station

**Salary**

6 million yen ~ 12 million yen

**Salary Bonuses**

Bonuses included in indicated salary.

**Salary Commission**

Commission included in indicated salary.

**Work Hours**

9:30 to 6:30 (flexible hours are possible)

**Refreshed**

March 28th, 2025 22:18

#### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level (Amount Used: English usage about 25%)

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

## Job Description

### General:

Delairco is a leading provider of innovative wind resource assessment solutions, supporting the renewable energy sector in optimizing wind energy potential. Our advanced technologies and expert services are helping clients across in Japan and overseas accurately assess wind resources and make informed decisions about their wind energy projects.

We are currently seeking a motivated and technically savvy **Technical Sales Representative** to join our growing team. The ideal candidate will have a strong understanding of wind energy, resource assessment techniques, and sales experience in a technical environment. In this role, you will be the bridge between our engineering team and clients, driving sales while providing exceptional technical expertise to meet client needs.

The WRA department specializes in the supply of Wind Assessment equipment and services for the Onshore and Offshore Wind power projects. This includes:

- Direct Measurement system (wind sensors and associated equipment mounted on Met Masts)
- Wind Lidars for measurement wind conditions (remote sensing)
- Scanning Wind Lidars for long range Offshore applications
- Floating Lidars for Offshore
- Floating MetMasts
- Wind Modelling Services
- Data Reporting Services

### Job Overview:

As a Technical Sales Representative, you will be responsible for generating sales leads, providing technical support during the sales process, and building strong relationships with clients in the wind energy sector. You will collaborate with engineering and technical teams to present tailored wind resource solutions that align with clients' specific needs, from wind site assessments to feasibility studies and project optimization.

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## Required Skills

### Key Responsibilities:

- **Sales Development:** Identify and develop new business opportunities within the wind energy market, focusing on wind resource assessment services and products.
- **Customer Engagement:** Engage with prospective and existing clients, understanding their needs, providing technical consultation, and offering tailored solutions to meet their project requirements.
- **Product Demonstrations:** Conduct technical presentations, product demos, and software walkthroughs to effectively communicate the benefits and applications of our wind resource assessment tools.
- **Proposal and Quotation Generation:** Collaborate with internal teams to generate technical proposals, cost estimates, and contract terms that meet client specifications.
- **Market Intelligence:** Stay informed about industry trends, competitor offerings, and technological advancements in the wind energy and resource assessment sectors.
- **Collaboration with Technical Teams:** Work closely with engineering, data analysis, and project management teams to ensure that customer needs are accurately addressed and that deliverables meet high-quality standards.
- **Sales Reporting:** Track and report on sales activities, lead conversion, and pipeline progress, ensuring accurate forecasting and achieving sales targets.
- **Customer Support and After-Sales Service:** Provide ongoing technical support to clients post-sale, ensuring satisfaction and identifying upselling opportunities.
- **Travel:** Occasional travel may be required to meet clients on-site or attend industry events and conferences.

### Qualifications (Ideal Candidate):

- Bachelor's degree in Renewable Energy, Engineering, Environmental Science, or a related field
- 3+ years of experience in technical sales, business development, or a technical role within the renewable energy or wind industry. Or Technical sales and business development in a similar field
- Strong understanding of wind resource assessment methodologies, tools, and data analysis techniques (e.g., wind measurement campaigns, wind data analysis, wind resource modeling, or software such as WAsP, or similar).
- Proven track record of meeting or exceeding sales targets in a technical sales role.
- Excellent communication and presentation skills, with the ability to translate complex technical information into clear and compelling solutions for clients.
- Strong interpersonal skills, capable of building relationships with both technical and non-technical stakeholders.
- Ability to work independently and as part of a cross-functional team.
- Proficiency in Microsoft Office Suite.
- Knowledge of industry regulations, standards, and certifications related to wind energy and resource assessment.
- Willingness to travel as needed for client meetings and events

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## Company Description

Delairco is a manufacturer and systems integrator of equipment for Environmental Monitoring. We supply systems for General Meteorology and Hydrology, Wind Resource Assessment, Power Supply Backup Systems (including solar and diesel generators).

With the massive expansion in the Wind Power Business in recent years we require a skilled sales person to manage the sales of Wind Resource Assessment Equipment including Wind Lidars and traditional Met Masts.