



## Product Marketing Manager

【グローバル企業】2020年日本法人設立■面接前のカジュアル面談もさせていただきます

### Job Information

#### Hiring Company

Moxa Japan

#### Job ID

1482607

#### Industry

Machinery

#### Company Type

International Company

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards, Minato-ku

#### Salary

5 million yen ~ 8.5 million yen

#### Refreshed

November 20th, 2024 09:00

### General Requirements

#### Minimum Experience Level

Over 3 years

#### Career Level

Mid Career

#### Minimum English Level

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

#### Minimum Japanese Level

Fluent

#### Other Language

Chinese (Other) - Basic

中国語は必須ではありません。

#### Minimum Education Level

Bachelor's Degree

#### Visa Status

Permission to work in Japan required

### Job Description

★It is possible to have a casual interview before the first interview.★

#### Purpose of this Position:

The Product Marketing Manager (PMM) manages the NBG/IBG (Networking Business Group/Intelligence Business Group) department related product lines. The PMM is the key interface between various departments such as sales, channel, technical support and marketing at the Regional Business Unit (RBU) and the Strategic Business Group (SBG) described

above.

The PMM is responsible for coordinating all MOXA resources needed to effectively manage the assigned Product Line(s) for MJP, and provide SBU's with voice of the customer and market information for assessing competitors and opportunities.

The PMM will position the assigned Product Line(s) both internally and externally for growth and market share gain while working closely with MJP sales team, channel partners and key customers.

#### Major Areas of Responsibility:

1. Identify market and technology trends within the industrial marketplace and targeted vertical markets in which emerging standards, customer needs, and the competitive market landscape.
2. Provide comprehensive industry, product, and application knowledge to support the success and growth of the SBG and applicable vertical markets.
3. Contribute to the publication of application notes, white papers, technical articles and interviews within industry magazines, trade journals and associations.
4. Create training and sales presentation materials. Responsible for training company sales and channel sales personnel on technology and product lines, targeted vertical markets, and applications within the markets.
5. Work closely with the MJP & Corporate Marketing group to help set and coordinate the SBG marketing strategies and establishing respective promotional activities. Highlight customer testimonials and success stories per market segment.
6. Lead and working closely with MJP marketing and sales team for the new product development plan.
7. Develop and align MJP business plans with SBG business plans during annual business planning workshops. Act as liaison between MJP and SBG to ensure that both parties are up to date on the current business status, and are aligned on business strategies.
8. Be an ambassador for MJP outside of the organization for the assigned subject.

#### Career Path

After joining us, we plan to conduct training at the head office in Taiwan for about a year (depending on the situation in Covid-19).

After that, senior employees will support you to work independently.

#### Selection Process : Twice

**The whole interview process will be conducted virtually.**

#### Required Skills

##### Minimum Job Requirements:

##### A. Education:

- Bachelor's degree in Marketing, Network Engineering, Computer Science, Electrical/Electronic Engineering or similar engineering major.

##### B. Experience:

- Minimum of 5 years working experience in product marketing, with 1 to 2 years of experience in related technical background (NBG: industrial networking, IBG serial and computing) preferred.
- Minimum of 1-2 years managing Product Marketing, Product Management or other technical teams
- Technical background preferred.

##### C. Language:

- Fluency in written and verbal English communication.

##### D. Travel:

- Domestic and international travel will be required.
- Will equate to ~25%.

#### Required Competencies:

1. Exceptional verbal and written communication and interpersonal skills.
2. Highly skilled in relationship building and teamwork.
3. Experience with industrial networking, wireless and cybersecurity.
4. Autonomous learner with high motivation to develop the assigned business.
5. Strategic and logical thinking.

**Location** : 日本 (But in the first year may be Taiwan)

#### Tokyo Office

- 3 minutes walk from Shinbashi station(JR Yamanote Line, KeihinTohoku Line, Tokaido Line, Yokosuka Line, Tokyo Metro Ginza Line, Yurikamome)
- 5 minutes walk from Shiodome station(Toei Subway Oedo Line, Yurikamome)

#### Job Information

- Job Type: Permanent
- Salary: Depends on Experience
- Experience and ability will be taken into consideration. There will be a trial period of 3 months (there will be no difference in salary or treatment during this period).

**Benefits and Allowances**

- 昇給（年1回）
- 賞与（年1回※年度末の評価による）
- 社会保険完備（雇用・労災・健康・厚生年金）
- 通勤手当（上限月5万円）
- 固定残業手当（20時間分）
- 宿泊出張手当（日当支給5,600～7,000円/日、ホテル代13,000～17,000円以内/泊）
- 健康診断（年1回）
- ノートPC・携帯電話貸与
- 屋内禁煙

**Work Hours** 9：00～18：00（実働8時間）

- フレックスタイム制／コアタイム 10：00～17：00

**Holidays**

- 年間休日127日（2021年実績）
- 完全週休2日制（土・日）
- 祝日
- 夏季休暇（3日※7/1～9/30の間で任意に取得可）
- 年末年始休暇（12/29～1/3）
- 有給休暇（10日）
- 慶弔休暇
- 産前産後休業
- 育児時間&生理休暇
- 育児介護休業
- その他、会社が指定する日

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**Company Description**