

Sales Engineer - Tokyo - Global Engineering Company

Sales Engineer - Tokyo

Job Information

Recruiter

Michael Page

Job ID

1484977

Industry

Machinery

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 10 million yen

Refreshed

July 2nd, 2024 09:33

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

The role is at a global engineering company with a well-established market in Japan. Spearhead sales efforts for process industry products in the Japanese market.

Client Details

The Company specializes fluid solutions. A large amount of their products are already in use within Japan in a wide range of markets to include food and beverage, automotive, and industrial settings.

Description

- Identify potential customers and promote products in the process industry market
- Maintain and develop existing accounts, obtain orders, and establish new accounts
- Prepare sales and order forecasts
- Develop and implement sales and order plans
- Develop market strategies and proposals
- Provide consultations to clients to understand their requirements and ensure they are being met with the right product
- Undertake special projects as required
- Ensure strategies adhere to law-established rules and guidelines

- Domestic business travel as required

Job Offer

- Hybrid work environment
- Internal career development opportunities
- Flexible salary system, commuting allowance, social insurance

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

Required Skills

- Previous experience in B2B Sales, preferably in the process industry market
 - Bachelors degree or significant technical knowledge
 - Strong communication and negotiation skills
 - Customer relationship management skills
 - Fluent Japanese and business level English
 - Japanese driver's license
 - Eligible to work in Japan
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Company Description

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