



【西日本担当】セールスエンジニア ※完全フルリモート

外資系装置メーカーでの募集です。技術営業のご経験のある方は歓迎です。

## Job Information

### Recruiter

JAC Recruitment Co., Ltd.

### Hiring Company

外資系装置メーカー

### Job ID

1488339

### Industry

Machinery

### Company Type

International Company

### Job Type

Permanent Full-time

### Location

Wakayama Prefecture

### Salary

7 million yen ~ 8 million yen

### Work Hours

09:00 ~ 18:00

### Holidays

【有給休暇】初年度 10日 4か月目から 【休日】完全週休二日制 土 日 祝日 GW 夏季休暇 年末年始

### Refreshed

August 29th, 2024 06:00

## General Requirements

### Career Level

Mid Career

### Minimum English Level

Fluent

### Minimum Japanese Level

Native

### Minimum Education Level

Technical/Vocational College

### Visa Status

Permission to work in Japan required

## Job Description

【求人No NJB2227334】

Sales Engineer

As a sales engineer you will work with colleagues partners and customers for successful sales conversion. This also includes the presales activities where one has to assist in formulating the product specifications and solutions as per the customer's needs and accelerate the sales procedure accordingly.

Your mission will be to train and assist our distributors and to sustain the sales effort. You will be a key person to support our distribution network on strategic opportunities and provide them technical support.

Your main tasks:

Promote flexible feeding systems in Japan  
Generate sales leads by identifying new applications and unserved markets  
Present and demonstrate solutions to distributors and end customers  
Support sales effort by performing and documenting feasibility studies  
technical support to distributors and end customers

---

## Required Skills

- 【必須】
- 製造業における営業経験
  - ビジネスレベルの英語力

Significant experience in the industrial automation environment. Robot manufacturers experience is an asset  
Bachelor's degree or background in a technology related field (industrial automation microengineering mechanical or electrical field) . Knowhow in robotics industry would be an asset.  
Excellent verbal and written communication skills in Japanese (native language) and at least basic command of English  
Motivation for sales excellent presentation and results driven  
Factory automation and system integrators networks are assets  
Customer oriented organized and responsible with excellent interpersonal skills  
Results oriented team player who can also work independently self starter with a "make it happen" attitude and drive for success  
Demonstrated skill in communicating and presenting complex concepts in a clear and understandable manner in a multicultural work and customer environment  
Availability to travel up to 80% (mainly domestic and yearly in Switzerland)

---

## Company Description

ご紹介時にご案内いたします