



SALES ENGINEER

Job Information

Hiring Company

PEPPERL + FUCHS K.K.

Job ID

1491827

Division

FA Sales - Japan

Industry

Electronics, Semiconductor

Company Type

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

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Osaka Prefecture, Tonaka-shi

Train Description

Main Line, Senri Chuo Station

Salary

4 million yen ~ 7.5 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Work Hours

9:00-17:30 (休憩1時間) フレックスタイム制度あり

Holidays

完全週休二日制 (土日祝休み) 夏季休暇・年末年始休暇

Refreshed

November 20th, 2024 02:00

General Requirements

Minimum Experience Level

Over 1 year

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

Reports to (Job Title): Sales Director Osaka

Job Purpose

- Responsible for regional business development. Enlarge the market share of P+F FA products.
- Identify potential key accounts in Kansai area / Kanto area and establish plan to convert these key customers through direct sales
- Provide technical consultant sales to the customers on product applications matters

Major Accountabilities

1. Visit machinery customers and system integrators at daily basic to develop and follow up projects.
2. Enhance product knowledge and understand customer painful point on the applications to provide consultant sales to customers.
3. Develop new business opportunities with key accounts.
4. Market development, classification of customers and maintenance of customer database in Siebel CRM
5. Provide preliminary technical support and advice.
6. Collaborate and work closely with respective channel partners to grow the sales revenue
7. Be proactive to liaise, develop relationship and influence customer to maintain a long-term service relationship, ensure customer satisfaction at high level.
8. Weekly meeting with manager to present project status and market intelligence.
9. Any other duties which may be assigned from time to time by management.

Key Performance Indicators

- Achieve FA sales target budget.
- Visit report and Opportunity on Siebel CRM system
- Further develop and expand P+F share rate at Automotive, Electronics, Machine tool industry

Required Skills

Education :

- Degree (or equivalent) in Electronics, Mechanics or Industrial
- Engineering or similar

Languages:

- Business fluent or native-language Japanese (written and spoken) +ideally English (or commitment to learn)

Experience:

- 2 years or above working experiences in Sales and automation fields

Other Requirements:

- Excellent personal communication skills
- Self-motivated, hardworking and positive
- Strong interpersonal, presentation and selling skills
- Able to work in a team as well as individually
- Problem solving attitude and lateral thinker
- Willing to travel: Across Japan (regularly) and APAC (periodically) APAC HQ--Singapore

When applying:

please include a resume of work experience in both Japanese and English.

Company Description