



Technical Sales Solutions Manager [Japanese Speaking]

Job Information

Temp Agency

SPOTTED STAFFING Inc.

Job ID

1501936

Industry

Other (Manufacturing)

Company Type

Small/Medium Company (300 employees or less)

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Kanagawa Prefecture, Kawasaki-shi Kawasaki-ku

Salary

10 million yen ~ 12 million yen

Refreshed

December 18th, 2024 00:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Associate Degree/Diploma

Visa Status

Permission to work in Japan required

Job Description

Your Role:

As a key player in our team, you will:

- **Engage with Customers:** Attend customer visits to understand their on-site operations and needs.
- **Deliver Tailored Solutions:** Collaborate with our sales team to introduce customized automation solutions that fit customer requirements.
- **Communicate Value:** Calculate ROI on our products and effectively present the benefits to clients.
- **Create Product Specifications:** Gather insights and knowledge internally to develop compelling product specifications that enhance our sales efforts.
- **Negotiate with Confidence:** Conduct negotiations with customers to close deals and foster long-term partnerships.

Required Skills

What We're Looking For:

- **Education:** Bachelor's degree or higher.
- **Experience:** Proven background in defining requirements and crafting customer proposals in automation, robotics, or factory automation (FA) industries.
- **Sales Acumen:** Experience in proposal-based sales, with a track record of achieving results.
- **Language Skills:** Fluency in Japanese (native level) for effective communication with clients.
- **Analytical Skills:** Proficient in creating quantitative proposals that resonate with stakeholders.

Preferred Qualifications:

- **Technical & Business Insight:** Strong understanding of both technical aspects and business strategy.
- **Hands-On Experience:** Familiarity with on-site visits and troubleshooting to address customer needs.
- **Cross-Functional Collaboration:** Ability to work closely with sales and engineering teams to design impactful proposals and demos.
- **Relationship Building:** Proven ability to strengthen ties with existing partners and clients.
- **Communication Skills:** Excellent verbal and written communication skills, with the ability to translate technical jargon into relatable terms for diverse audiences.

Company Description