



## 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**

November 5th, 2024 12:19

### 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.

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## 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.

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## Company Description