

Technical Sales Engineer

Electrical Sales Engineer - Tokyo

Job Information

Recruiter

Michael Page

Hiring Company

Electrical Manufacturer

Job ID

1503467

Industry

Electric Power, Gas, Water

Company Type

Large Company (more than 300 employees)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 8 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

November 14th, 2024 09:40

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Technical Sales position based in Tokyo for Electrical Products selling to the Oil and Gas Industry.

Client Details

The company produces electronic instrumentation and protection equipment for telecommunication and process control systems, including power systems, safety interfaces and surge protection.

Description

- Build strong relationships with key regional stakeholders (including Commercial, Product, Marketing, Procurement, and Strategy teams) to ensure a clear understanding of customer needs and priorities.
- Create and implement a customized strategic growth plan for accounts, ensuring alignment by communicating it to both internal and external stakeholders.
- Identify opportunities to increase market share for existing products and assess the potential to introduce new Eaton products into the market.
- Manage pricing and discount structures, ensuring clear communication to all relevant stakeholders.
- Contribute to budgeting and strategic growth planning, ensuring accurate input for account-specific strategies.
- Develop and track performance of third-party/channel partners supplying accounts, and create strategies for their success.
- Track key projects to ensure a coordinated strategic approach, ensuring Eaton's involvement in all major initiatives.
- Monitor competitor activity to maintain awareness of market share, and inform internal teams of necessary actions.
- Ensure compliance with ethical standards, health and safety policies, and promote them within the business.
- Manage existing customer relationships in Japan, including handling claims, and identify new business opportunities.
- Collaborate with colleagues across the organization to achieve business goals.

Job Offer

Salary from 7-8M JPY with generous incentive up to 25% based on results

Dedicated and supportive team of highly qualified professional

Stable business offering clear career progression opportunities

International company

Hybrid work style

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Francois Fleury at +81 3 6832 8674.

Required Skills

- Bachelor's degree in a Electrical Engineering.
- Over 5 years of experience as a Sales Engineer in an industrial market, with experience in harsh/hazardous process control, telecoms, or fire and gas markets preferred.
- Occasional troubleshooting of quality issues and returns at customer job sites.
- Hands-on experience in proposing and implementing solutions directly at customer sites.
- A strong sales mindset, alongside engineering expertise, is essential.
- Proven commercial, sales, and customer relationship management experience.
- Strong technology and commercial understanding in major capital projects.
- Familiarity with complex routes to market (End users, Integrators, and Channels).
- Demonstrated ability to develop and implement strategic growth plans.
- English proficiency (TOEIC score of around 500).
- Excellent listening skills, with the ability to distill large amounts of information into actionable strategies.
- Agile and entrepreneurial approach, capable of balancing short- and long-term business needs.
- Ability to lead and execute strategic commercial objectives, aligned with the broader company vision.
- Collaborative mindset, fostering a results-driven culture across functions, with a focus on resolving challenges and implementing effective policies and tools.
- Strong influence and negotiation skills, both internally and externally.
- Capable of analyzing complex data to make informed strategic decisions.
- Ability to articulate customer needs to senior stakeholders and deliver clear solutions.
- Simplify complex scenarios into practical, actionable solutions.
- Prioritizes ethical behavior and safety in all professional interactions.
- Effective in a multicultural environment and skilled at managing sensitive information professionally.
- Seeks continuous improvement, values feedback, and learns from mistakes.
- Respectful and open-minded, with the ability to handle disagreements constructively

Company Description

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