



## 【1000～1250万円】 Industrial Senior Application Engineer

外資系機械部品メーカーでの募集です。アプリケーションエンジニアのご経験のある...

### Job Information

#### Recruiter

JAC Recruitment Co., Ltd.

#### Hiring Company

外資系機械部品メーカー

#### Job ID

1507850

#### Industry

Machinery

#### Company Type

International Company

#### Job Type

Permanent Full-time

#### Location

Osaka Prefecture

#### Salary

10 million yen ~ 12 million yen

#### Work Hours

09:00 ~ 18:00

#### Holidays

【有給休暇】有給休暇は入社時から付与されます 入社7か月目には最低10日以上付与 初年度最大22日 【休日】完全週休二日制 土...

#### Refreshed

January 30th, 2025 12:01

### General Requirements

#### Career Level

Mid Career

#### Minimum English Level

Fluent

#### Minimum Japanese Level

Native

#### Minimum Education Level

Bachelor's Degree

#### Visa Status

Permission to work in Japan required

### Job Description

【求人No NJB2266395】

- ・ Develop and maintain customer (Industrial OEM's Integrators) technical specs for Industrial products portfolio and systems in the geographical area of Japan to maximize sales and drive growth.
- ・ Develop and implement market strategy to expand presence in the market to drive further growth.
- ・ Plan and implement technical assistance to customers to achieve or exceed sales forecasts especially with identified OEMs.

- Take ownership of meeting customer programs
  - Develop and execute tactical and strategic technology plans in support of the overall sales strategy and to meet performance expectations and requirements.
  - Prepare solutions presentations to create product understanding and awareness.
  - Plan and conduct technical seminars to update Distributors Integrators and OEM's on current and new products.
  - Build close relationships with key customers to enhance customer satisfaction and long term business prospects.
  - Prepare technical proposals based on customer needs and expectations ensuring these match capability and offering.
  - Advise and influence customers creating and developing opportunities
  - Provide a variety of reports on an ongoing basis.
  - Administer all phases of the application and engineering process to ensure effective and timely customer service and response.
  - Monitor customer performance versus plan and take corrective actions as needed.
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## Required Skills

### 【必須条件】

- 5+ years relevant industry experience.
- High level knowledge of industrial range of products and their application
- Experience in Microsoft Office Suite (Word Excel etc.) SAP and other data base systems.
- Excellent analysis and problem solving skills
- Fluent in Japan English (written spoken) .

### 【歓迎】

- Ability to work with international teams in a global matrix organization.
  - Cooperative and excellent interpersonal skills.
  - Preferred to have Hydraulic system adjustment technician certification
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## Company Description

ご紹介時にご案内いたします