

MichaelPage

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Sales Engineer

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Job Information

Recruiter

Michael Page

Job ID

1511450

Industry

Machinery

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

2.5 million yen ~ 8.5 million yen

Salary Bonuses

Bonuses included in indicated salary.

Refreshed

December 19th, 2024 09:57

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

This role involves a Sales Engineer in the Industrial / Manufacturing industry, who will be responsible for managing the sales of the company's products and services within a specified region.

Client Details

The company is a large organization specializing in measurement instrumentation. They are well-known worldwide and in Japan for their high-quality products and services, and their commitment to innovation.

Description

- Develop and implement strategic sales plans tailored to the Industrial / Manufacturing industry.
- Build and maintain strong, long-lasting customer relationships.

- Identify emerging markets and market shifts while being fully aware of new products and competition status.
- Coordinate with the internal team to improve the entire customer experience.
- Meet sales targets and reporting on sales metrics.
- Present sales, revenue and expense reports and realistic forecasts to the management team.
- Identify and grow opportunities within the territory and collaborate with sales teams to ensure growth attainment.
- Assist with high severity requests or issue escalations as needed.

Job Offer

- Generous holiday leave.
- A respectful and inclusive company culture.
- Unique opportunities for personal and professional development.
- Additional benefits including non-smoking allowance, work location allowance, child allowance, etc.

If this sounds like the opportunity you've been looking for, we would love to hear from you. Take the next step in your career and apply today!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

Required Skills

- Fluent Japanese and business level English
- A degree engineering/sciences, OR technical sales experience in the factory automation industry, plant engineering, or valve-related fields
- Proven sales experience, meeting or exceeding targets.
- Proven ability to drive the sales process from plan to close.
- Valid driver's license

Company Description

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