

Michael Page

www.michaelpage.co.jp

Sales Engineer

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Job Information

Recruiter

Michael Page

Job ID

1517294

Industry

Automobile and Parts

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 9 million yen

Refreshed

January 27th, 2025 10:27

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Seeking a highly motivated Sales Engineer to support and drive sales within the Industrial/Manufacturing industry. The ideal candidate will have a strong understanding of sales processes, coupled with technical knowledge.

Client Details

The company is a well-established organization in the Industrial/Manufacturing sector. They have a significant presence in Tokyo and other parts of Japan. Their focus lies in providing innovative solutions and maintaining strong relationships with their customers.

Description

- Develop and execute sales strategies to drive revenue growth in the Industrial/Manufacturing sector.
- Work closely with the technical team to understand customer requirements and provide solutions.
- Build and maintain strong relationships with new and existing customers.
- Provide technical presentations and demonstrations to prospective clients.

- Monitor market trends and competitor activities to identify opportunities and key customer targets.
- Ensure high levels of customer satisfaction.
- Manage and interpret customer requirements.
- Participate in trade shows, conferences, and other marketing events.

Job Offer

- Comprehensive benefits package including health and social insurance.
- Generous flexibility: office required only once a week + flex time/core time hours.
- Opportunity to work in a vibrant and supportive team environment in Tokyo.
- Commuting allowance to support your travels to work.

We encourage all candidates who believe they possess the necessary skills and experience to succeed in this role to apply. Join us in driving innovation in the Industrial/Manufacturing sector!

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

Required Skills

A successful Sales Engineer should have:

- Direct B2B sales experience in the Industrial/Manufacturing sector.
- Strong technical knowledge of the Industrial/Manufacturing sector.
- Outstanding presentation and communication skills.
- Fluent Japanese and business level English.
- Excellent problem-solving skills and the ability to work under pressure.
- A results-driven mindset with a focus on quality and customer satisfaction.

Company Description

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