



【世界大手シリコン製品メーカー】 Senior Sales Engineer AUTO Electronics

化学（研究・開発・分析）のご経験のある方は歓迎です。

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

非公開

Job ID

1525073

Industry

Chemical, Raw Materials

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 9 million yen

Work Hours

09:00 ~ 17:30

Holidays

【有給休暇】有給休暇は入社時から付与されます 入社7ヶ月目には最低10日以上 【休日】完全週休二日制 入社月によって有給休暇付...

Refreshed

March 6th, 2025 16:27

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

【求人No NJB2284121】

■ポジション

Senior Sales Engineer AUTO Electronics

■製品

シリコン製品（自動車用途）

■顧客

日本国内自動車メーカー

■ポジション概要

エレクトロニクスセグメントにおける自動車市場に焦点を当てています。セールスエンジニアの責任は、主要な成長アカウントを管理し、成長のための新たな機会を探索することです。主な仕事は、顧客のエンジニアリングチームを中心に新しいコンタクトパーソンを見つけ、新しい機会を見つけ、彼らから仕様の承認を得ることです。

■職務内容

- ・ Mainly focus on managing a few key growth customers to maintain existing business including FCST/sales and growing sales of that to find and close new opportunity and challenge to find new customer/application.
- ・ Closely work with customers understanding their application manufacturing processes test conditions and needs. At the same time co work with our R D team to provide the feedback and alpha site testing of new materials.
- ・ Develop the strategy to promote existing material to the auto market and find new opportunity to develop valuable material to grow business in this area along with auto technology trend.
- ・ Regularly interact with a dedicated global team for best practice sharing translating opportunities and driving global programs.
- ・ Provide technical customer support on the existing products supported by ADE.
- ・ Contact customer's engineering team to get spec qualification.
- ・ Create new product development program working with global Marketing team along with market technology trend.
- ・ Link between ADE and customer to coordinate customer testing requirements inside our global Application Labs.
- ・ Initiate and lead at least one NPC/NPI/yr by utilizing internal resource like ADE Marketing and R D effectively and succeed to launch NPI product.
- ・ Have one key growth global account. Need to make strategy and tactics how to grow that key global account and implement to do that.
- ・ Extensive travel to customers and distributors will be required.

Required Skills**■必須**

- ・ 化学、化学工学、または関連分野の学士号以上
- ・ 化学業界での5年以上の商業経験または技術エンジニアリング経験
- ・ 日本語ネイティブ
- ・ 英語ビジネスレベル（筆記および会話）

■歓迎

- ・ 優先順位をつけて複数のプロジェクトを同時に処理し、部門横断的なチーム環境で働くことができる。
- ・ チームワークとコミュニケーション能力があり、ペースの速い業界で働くことができる。
- ・ 戦略的かつ論理的思考
- ・ 顧客や業界との信頼関係を構築する能力
- ・ 商品・ビジネス・市場の学習意欲が高い方
- ・ 失敗や質問を恐れない方

■Minimum Qualifications:

- ・ B.S. or more Degree in Chemistry Chemical Engineering or related field
- ・ 5+ year commercial experiences or tech engineering experiences in chemical industry
- ・ Native in Japanese
- ・ Business level in English (written and speaking)

■Preferred Qualifications:

- ・ Ability to prioritize and handle multiple projects simultaneously and work in a cross functional team environment
- ・ Ability to work in fast paced industry with strong teamwork and communication skills
- ・ Strategic and logical thinking
- ・ Ability to develop customer / industry relationships and trust
- ・ High motivation for learning products / business / market
- ・ Have no fear of failing / asking questions

Company Description

ご紹介時にご案内いたします