

MichaelPage

www.michaelpage.co.jp

Sales Engineer

Sales Engineer

Job Information

Recruiter

Michael Page

Job ID

1528155

Industry

Machinery

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 8 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

March 24th, 2025 11:17

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The Sales Engineer position will play a pivotal role in driving the sales growth of industrial and manufacturing equipment in Tokyo, Osaka, Nagoya, or Sendai. The ideal candidate will utilize their technical knowledge and sales skills to provide optimal solutions to customers.

Client Details

The company is a globally renowned large organization in the industrial and manufacturing sector. They pride themselves on providing high-quality and innovative solutions to meet the evolving needs of their clients worldwide.

Description

- Identifying new business opportunities and maintaining relationships with existing customers.

- Presenting and demonstrating product offerings to potential clients.
- Collaborating with the technical team to ensure customer requirements are met.
- Providing technical advice and support to customers.
- Preparing and submitting sales contracts and orders.
- Monitoring market trends and competitor activities.
- Participating in sales meetings and training sessions.
- Meeting and exceeding sales targets.

Job Offer

- Commute allowance and social insurance coverage.
- Comprehensive health insurance.
- A hybrid working model, offering the flexibility of remote work.
- A vibrant, inclusive culture that fosters professional growth and development.

Come join us in this exciting Sales Engineer role and contribute to the growth of the industrial and manufacturing industry in Tokyo. Apply now!

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:

- An academic background in engineering OR strong technical understanding of hydraulic industrial and manufacturing equipment
- Experience in direct B2B sales within the industrial or manufacturing sector.
- Excellent communication and negotiation skills.
- Proficiency in English and Japanese for effective client communication.

Company Description

The company is a globally renowned large organization in the industrial and manufacturing sector. They pride themselves on providing high-quality and innovative solutions to meet the evolving needs of their clients worldwide.