



## Sales Engineer – Docking & Mooring

スウェーデン本社 工業用ポリマーソリューション分野で世界を牽引する企業

### Job Information

**Hiring Company**

Trelleborg Odawara. K.K.

**Job ID**

1529187

**Industry**

Machinery

**Company Type**

International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

6 million yen ~ 9 million yen

**Work Hours**

9 : 00 ~ 17 : 00 (休憩1時間)

**Holidays**

完全週休二日制 (土日祝)

**Refreshed**

April 2nd, 2025 11:30

### General Requirements

**Minimum Experience Level**

Over 3 years

**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

**Position title** : Sales Engineer – Docking & Mooring

**Organization** : TIS.TMI.Docking&Mooring

**Reports to** : Regional Sales Manager – Docking & Mooring

**Direct reports** : n/a

### Summary of the role

The Sales Engineer (SE) – Docking & Mooring is responsible for:

- Sales Applications activities related to the Docking & Mooring Product Group – for both Traditional Docking & Mooring (TD&M) and Automated Mooring Systems (AMS) product lines – within Japan.
- Focus on providing adequate Aftersales service and support to existing clients and site.
- Providing Japan-specific input on strategic direction and sales forecasting based on market review and product positioning.

### **Tasks and Responsibilities**

#### Product Line Sales Duties

- As the first point of contact – for the assigned product line – respond to customer enquiries and coordinate with other departments to provide the necessary information and solutions.
- Register enquiries/opportunities using company established systems and tools (e.g. D365 CRM). Regularly maintain the integrity of the information in the system on a weekly basis.
- Coordinate pursuit of sales leads via a consultative selling approach across defined product line market segments. Attendance at site/jetty frequently required.
- Provide input to the RSM monthly reports about the region including performance, prospects, growth opportunities...
- Manage the bid process from enquiry to award to ensure the following: Involvement with the sales engineering and project teams, where required, to ensure offer complies with project specifications and relevant regulatory requirements.
  - Collaboration with other TMI BU product group teams, where required, to maximise Trelleborg's position and present a vertically integrated approach to the customer.
  - Finalize supporting documentation packs in the pre-award phase to support the tender/RFQ bid.
  - Maximise margins.
  - Gain repeat business.
  - Offer is clearly defined with acceptance of technical and commercial clarifications.
  - Negotiate contract pricing and commercial review within the limits of delegation of authority (DOA) and in compliance with Trelleborg legal and commercial requirements.
  - Upon successful sale, consolidate and handover the commercial and technical documentation to the Projects & Operations Teams.
- Provide customer feedback, and information on competitor activity to management so that the business can respond to changing market conditions and customer demands.
- Identify gaps in product portfolio in consideration of key market segments and applications.

#### Business Development

Work with the Regional Sales Manager (RSM) to develop a regional business development plan which seeks to:

- Establish a targeted sales & marketing plan for the assigned product line based on the different market segments within Japan.
- Research, plan and contact prospective customers to develop relationships that will generate future sales and repeat business.
- Manage existing customer relationships through appropriate contact intervals.
- Participate in regional events and exhibitions of interest.
- Develop customer travel/visit plans and schedule own activities to ensure appropriate customer relationship contact intervals are maintained.
- Develop a sales network through agent(s) and/or distributor(s)

#### Project, Aftersales & Site Services and Support

- Cooperate with Project Manager and facilitate execution of projects as the primary contact point for clients. This includes translation of project documents, procurement of local goods to meet hazardous area requirement, and meeting with clients on behalf of project management team
- Attend site installation works and assist in coordinating site activities. This will include numerous consecutive days in the field and travel.
- Provide hands-on site services at clients' sites, whenever required.
- Understand (and gain expertise in) Japanese standards/codes of practice/guidelines relating to our products, both mechanical and electrical, and plan our technical product development to overcome barriers to market
- Assist the PM and Aftersales Service teams with works information relating to Time, Cost, Quality and other project management knowledge areas
- Assist in any customs and local transport related matters and works (Customs, duties, logistics)

### **Key Interfaces and Stakeholders**

The Sales Applications Engineer interacts with the following stakeholders:

#### External Customers

- Port and Ship Owner Operators
- Oil & Gas Terminal Owners and Operators
- Technology Suppliers
- EPC Contractors
- Engineering Consultants
- Regulatory / Advisory Bodies – Industry and Govt
- Sales Agents/Resellers

#### Trelleborg Internal

- Docking & Mooring:
  - Sales, Aftersales and Sales Engineering Teams
  - Senior Management, Projects Team, Technology Team, Site Service Team.
- Other Trelleborg:
  - Marine Fenders, Oil & Gas Terminals, Nav & Piloting and other Trelleborg business units.
  - BU TMI Marketing.

#### **Geography to cover and travel requirements**

- Frequent travel will be required within Japan as part of selling and business development responsibilities.
  - At least one (1) week per month.
- Infrequent international travel will be required to attend internal events such as conferences, training and workshops.
- Frequent site work required. Must be willing to carry out site work independently.

#### **Optional: Key Performance Indicators**

- Achieve annual Sales and EBIT targets.
- Customer satisfaction and service support at site.
- Your ability to effectively manage customer needs in line with the best interests of the business.
  - Where possible the Project scope is defined to maximise profitability for the business.
  - Project lead times are set in consideration of current business capacity.
  - Project contracts are formed to minimize risk of financial damages on the business.

NOTE: This job description is not intended to be all-inclusive. Employees may perform other related duties as required to meet the ongoing needs of the organization.

### Required Skills

#### **Education and Experience**

- Minimum of 3 years' experience in an engineering or engineering application role ideally working within a similar industry or with similar products (ie, electro-mechanical or hydraulic products like cranes, loading arms, drilling and pile driving equipment etc)
- Preferably tertiary education (Bachelor of Engineering or Science) within engineering or marine disciplines.

#### **Competences**

- Highly developed interpersonal skills with the ability to communicate clearly, concisely and effectively with both external clients and internal resources.
- Appreciation of cultural, industry and social differences.
- Persuasion, business development, selling and negotiation skills.
- Demonstrate a methodical approach to work and strong organizational skills, being able to independently prioritize tasks and resolve conflicting requirements.
- Technical competence, Marine background or proven ability within Technical Sales.
- Basic computer literacy, proficient in Excel, Word and PowerPoint.
- Languages:
  - Good command of the English and Japanese language. Spoken fluency and good listening skills mandatory.
  - Additional languages desired but not essential

#### **Behavioural Characteristics**

- Team player with an open communication style.
- Conduct all aspects of business with integrity.
- Self-motivated with a strong drive to exceed expectations.
- Takes initiative and thrives in an environment that encourages strategic thinking.
- Willingness to work at jetties and ports, exposed to the weather.

### Company Description