



## Sales Engineer 【米国本社 自動車用バッテリーマネジメントソリューションのリーディングカンパニー】

アジアパシフィック(日本、インド、韓国)のOEMメーカーへの技術営業

### Job Information

**Hiring Company**

Midtronics, Inc

**Job ID**

1533664

**Industry**

Electronics, Semiconductor

**Company Type**

Large Company (more than 300 employees) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

Negotiable, based on experience

**Work Hours**

みなし労働時間制/海外とのMTGも日常的に発生します。

**Holidays**

完全週休2日制(土日祝)

**Refreshed**

April 22nd, 2025 10:48

### 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

**【本ポジションのPOINT】**

- ・シカゴ本社の自動車用バッテリーマネジメントソリューションのグローバルリーディングカンパニー
- ・日本支社及びアジアパシフィック(インド、韓国)における技術営業職ポジション
- ・各国の代表する自動車OEMメーカーとビジネスを遂行する

- ・世界的に需要が高いEV車の専用バッテリーを主軸に企業の課題・提案を行う
- ・完全在宅勤務。

### <ポジション SALES ENGINEER>

The Sales Engineer is responsible for the identification and concept development for solutions to our customers current and future battery challenges. This person is involved in the early requirements for future product needs and prototyping solutions to position Midtronics as a trusted solution provider.

This position involves close interaction with key customer technical leads, product development leads and stakeholders, and regional sales/marketing stakeholders. A strong sense of ownership, initiative, technical acumen, experimentation and solution crafting is required.

#### 主な業務内容は以下の通り

- Develop a strong understanding of the battery and its role in our customers systems.
- Maintain relationships with technical contacts at our target customers with an aim to understand their battery management needs.
- Define and document new jobs to be done for battery management.
- Take ownership of expanding Midtronics capability portfolio.
- Enable concept generation and prototype creation to solve our customers battery management needs.
- Provide technical assistance, training and leadership for regional marketing, sales, and our customers as a subject matter expert
- Apply product experience and reasoning to enable rapid quoting activities in collaboration with engineering development and project management.
- Sell your vision internally and rally the team to achieve our business goals.
- Work closely with sales team across Asia Pacific countries
  - L Work closely with OEM partners in Japan, India, and South Korea.

#### 雇用形態

正社員（試用期間 3か月）

#### 勤務地

日本支社はありません。完全在宅勤務となります。

クライアントが関東圏に集中しているため、企業の訪問がスムーズな関東圏エリアの方を優遇。

#### 勤務時間

みなし労働時間制

本ポジションは、国内のみならずインド・韓国のメーカーとも商談が生じます。

また、シカゴ本社とのミーティングもあるため、夜間・早朝のミーティングが発生することもあります。

### Required Skills

#### 応募必要条件

- Bachelor's Degree in Electrical Engineering or equivalent
- 3-5 years previous product design/development experience
- HV battery experience in a related industry (EV, ESS) is a plus
- Demonstrated ability to drive an opportunity from idea through concept generation, design and prototyping.
- Ability to develop external relationships with customer technical leaders and internal relationships across the organization.
- Strong leadership skills – Must be able to build trust and set direction for the team, gain alignment with key stakeholders and drive commitments and results
- Strong business sense – Identification of value creation opportunities in our customers system
- Curiosity – Desire to learn and understand new technologies
- Teaming Skills – Ability to develop strong working relationships and partnerships internally and externally
- A strong customer orientation with a “how can I help” approach
- Strong verbal and written communication skills
- Business level fluency in English and Japanese
- Travel (including some global) will be required – 30%

### Company Description