

MichaelPage

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Sales Engineer

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Job Information

Recruiter

Michael Page

Job ID

1533714

Industry

Machinery

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

2.5 million yen ~ 8.5 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

April 18th, 2025 14:30

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

We are seeking a dedicated Sales Engineer to join our sales team, offering customized solutions and exceptional service to our industrial and manufacturing clients in Tokyo.

Client Details

The company is a global organization in the industrial and manufacturing sector. With a reputation for innovation and excellence, they are dedicated to providing top-tier solutions and services to their clients, while fostering a culture of continuous learning and professional growth for their employees.

Description

- Develop and execute sales strategies for industrial and manufacturing clients
- Collaborate with the engineering team to develop customized solutions for clients
- Provide exceptional customer service, resolving any issues promptly
- Maintain a deep understanding of the market and competitor activity
- Conduct presentations and product demonstrations to clients
- Negotiate contracts and close deals effectively
- Participate in industry events, representing the company professionally
- Meet and exceed sales targets consistently

Job Offer

- Transportation and health insurance benefits
- A supportive and professional work environment in Tokyo
- Opportunities for career advancement and professional development
- Being part of a company that values innovation and quality
- Flexibility and hybrid work arrangements

If you are a motivated Sales Engineer looking for your next challenge in the industrial and manufacturing sector, we encourage you to apply for this exciting opportunity in Tokyo.

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:

- A degree in Engineering, Business or a related field
- Proven experience in sales within the industrial and manufacturing industry
- Strong technical acumen and ability to understand complex product specifications
- Excellent negotiation, presentation and communication skills
- Proficiency in English and Japanese
- A customer-centric approach and strong problem-solving abilities

Company Description

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