

## EXOTEC

Sales (Engineer)フランスのユニコーンEXOTEC企業 日本法人立ち上げメンバー募集 ※  
テック・倉庫経験者

日本における急成長スタートアップ / 自動ピッキングロボット

## 募集職種

## 採用企業名

EXOTEC NIHON株式会社

## 支社・支店

Exotec Nihon株式会社

## 求人ID

1260478

## 会社の種類

中小企業 (従業員300名以下) - 外資系企業

## 外国人の割合

外国人 半数

## 雇用形態

正社員

## 勤務地

東京都 23区, 港区

## 最寄駅

山手線、品川駅

## 給与

600万円 ~ 800万円

## 更新日

2024年12月19日 07:00

## 応募必要条件

## 職務経験

1年以上

## キャリアレベル

新卒・未経験者レベル

## 英語レベル

ビジネス会話レベル (英語使用比率: 50%程度)

## 日本語レベル

流暢

## その他言語

フランス語 - ビジネス会話レベル

French language is a plus - not mandatory

## 最終学歴

大学卒 : 学士号

## 現在のビザ

日本での就労許可が必要です

## 募集要項

- You take over sales opportunities from Business Development team and are responsible for the design of final technical and commercial offers
- You understand the customers' needs and analyze their logistics data
- You build and propose efficient technical solutions, based on the integration of our system within the customers' warehouses
- You ensure a proper dimensioning of the selected solutions and participate to the defense of our offer with the clients
- You support our integrators on how to sell our products and solutions
- You conduct a daily strategic watch to ensure that our R&D roadmap is aligned with market trends and needs

---

## スキル・資格

- Experience:
  - 1+ years of experience and a proven track record in sales engineering within logistics products/systems industry, 3PLs sales, or supply chain consulting firm.
  - Significant B2B sales engineering experience in intralogistics is a plus!
- Personality:
  - You are success-driven, characterized as a person with ambition and motivation.
  - You are persuasive in designing and selling value propositions and creative solutions.
  - You have excellent communication skills, and are comfortable conveying key messages in written, oral and presentation format to partners or clients.
- Working practice:
  - Your working style can be described as proactive, energetic and collaborative
  - You have rigor and you pay attention to details
- Know-How:
  - You have recognized competences in layout design and logistics systems dimensioning
  - You know how to build relevant and persuasive offers

---

## 会社説明

### KEYWORDS

供給連鎖, サプライチェーン, 物流, ロジスティクス, 倉庫, プロキュアメント, 求人  
 SC, supply chain, specialist, robotics, technology, procurement

### WHO ARE WE?

The story of Exotec Solutions began in 2014, on a bus taking the future co-founders Romain Moulin and Renaud Heitz to work at General Electric Medical.

News had just broken in the world of intralogistics: Amazon had decided to keep the revolutionary KIVA robot technology to themselves.

The news stuck with the two engineers who thought about it and decided they could do better: design a robotic order preparation system using a fleet of robots able to move in three dimensions. The Skypod was born.

### OUR INNOVATIONS

#### \* The Skypod System

Exotec's signature solution, The Skypod system, utilizes robots that can reach a height of 36 feet to enable high-density inventory storage. Exotec increases warehouse throughput up to 5 times with 2-minute response times for all SKUs. Exotec systems are fully modular allowing customers to deploy in a matter of months and easily expand their systems without interrupting production by simply adding robots, stations, or racks.

#### \* The Skypicker

The Skypicker is an articulated arm able to move solid objects weighing up to 2kg and with a minimum surface of 2 x 2 cm at a speed of 2 m/s. It allows for simultaneous preparation of four orders and transfer to the next station for order completion with manual picking or packing.

The Skypicker is controlled by Astar (software) in an enclosed and secure environment that guarantees the safety of the operators. It can reach outputs of up to 600 items per hour and ensure sustained order picking of prehensile products.