

## SALES ENGINEER

## 募集職種

採用企業名  
株式会社ピーアンドエフ

求人ID  
1491827

部署名  
FA Sales - Japan

業種  
電気・電子・半導体

会社の種類  
外資系企業

外国人の割合  
外国人 少数

雇用形態  
正社員

勤務地  
大阪府, 豊中市

最寄駅  
本線、 千里中央駅

給与  
400万円～700万円

勤務時間  
9:00-17:30 (休憩1時間) フレックスタイム制度あり

休日・休暇  
完全週休二日制 (土日祝休み) 夏季休暇・年末年始休暇

更新日  
2024年10月16日 10:00

## 応募必要条件

職務経験  
1年以上

キャリアレベル  
中途経験者レベル

英語レベル  
ビジネス会話レベル

日本語レベル  
流暢

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

Reports to (Job Title): Sales Director Osaka

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### Job Purpose

- Responsible for regional business development. Enlarge the market share of P+F FA products.
- Identify potential key accounts in Kansai area / Kanto area and establish plan to convert these key customers through direct sales
- Provide technical consultant sales to the customers on product applications matters

### Major Accountabilities

1. Visit machinery customers and system integrators at daily basic to develop and follow up projects.
2. Enhance product knowledge and understand customer painful point on the applications to provide consultant sales to customers.
3. Develop new business opportunities with key accounts.
4. Market development, classification of customers and maintenance of customer database in Siebel CRM
5. Provide preliminary technical support and advice.
6. Collaborate and work closely with respective channel partners to grow the sales revenue
7. Be proactive to liaise, develop relationship and influence customer to maintain a long-term service relationship, ensure customer satisfaction at high level.
8. Weekly meeting with manager to present project status and market intelligence.
9. Any other duties which may be assigned from time to time by management.

### Key Performance Indicators

- Achieve FA sales target budget.
- Visit report and Opportunity on Siebel CRM system
- Further develop and expand P+F share rate at Automotive, Electronics, Machine tool industry

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### スキル・資格

#### Education :

- Degree (or equivalent) in Electronics, Mechanics or Industrial
- Engineering or similar

#### Languages:

- Business fluent or native-language Japanese (written and spoken) +ideally English (or commitment to learn)

#### Experience:

- 2 years or above working experiences in Sales and automation fields

#### Other Requirements:

- Excellent personal communication skills
- Self-motivated, hardworking and positive
- Strong interpersonal, presentation and selling skills
- Able to work in a team as well as individually
- Problem solving attitude and lateral thinker
- Willing to travel: Across Japan (regularly) and APAC (periodically)

#### When applying:

please include a resume of work experience in both Japanese and English.

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### 会社説明