



Technical Sales Solutions Manager [Japanese Speaking]

募集職種

派遣会社
株式会社SPOTTED STAFFING

求人ID
1501936

業種
その他（メーカー）

会社の種類
中小企業（従業員300名以下）

外国人の割合
外国人 半数

雇用形態
正社員

勤務地
神奈川県, 川崎市川崎区

給与
1000万円 ~ 1200万円

更新日
2024年11月19日 01:00

応募必要条件

職務経験
6年以上

キャリアレベル
中途経験者レベル

英語レベル
日常会話レベル

日本語レベル
ネイティブ

最終学歴
短大卒：準学士号

現在のビザ
日本での就労許可が必要です

募集要項

Your Role:

As a key player in our team, you will:

- **Engage with Customers:** Attend customer visits to understand their on-site operations and needs.
- **Deliver Tailored Solutions:** Collaborate with our sales team to introduce customized automation solutions that fit customer requirements.
- **Communicate Value:** Calculate ROI on our products and effectively present the benefits to clients.
- **Create Product Specifications:** Gather insights and knowledge internally to develop compelling product specifications that enhance our sales efforts.
- **Negotiate with Confidence:** Conduct negotiations with customers to close deals and foster long-term partnerships.

スキル・資格

What We're Looking For:

- **Education:** Bachelor's degree or higher.
- **Experience:** Proven background in defining requirements and crafting customer proposals in automation, robotics, or factory automation (FA) industries.
- **Sales Acumen:** Experience in proposal-based sales, with a track record of achieving results.
- **Language Skills:** Fluency in Japanese (native level) for effective communication with clients.
- **Analytical Skills:** Proficient in creating quantitative proposals that resonate with stakeholders.

Preferred Qualifications:

- **Technical & Business Insight:** Strong understanding of both technical aspects and business strategy.
- **Hands-On Experience:** Familiarity with on-site visits and troubleshooting to address customer needs.
- **Cross-Functional Collaboration:** Ability to work closely with sales and engineering teams to design impactful proposals and demos.
- **Relationship Building:** Proven ability to strengthen ties with existing partners and clients.
- **Communication Skills:** Excellent verbal and written communication skills, with the ability to translate technical jargon into relatable terms for diverse audiences.

会社説明