

MichaelPage

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Sales Engineer

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募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1511450

業種

機械

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

250万円 ~ 850万円

ボーナス

給与：ボーナス込み

更新日

2024年12月19日 09:57

応募必要条件

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

日本での就労許可は必要ありません

募集要項

This role involves a Sales Engineer in the Industrial / Manufacturing industry, who will be responsible for managing the sales of the company's products and services within a specified region.

Client Details

The company is a large organization specializing in measurement instrumentation. They are well-known worldwide and in Japan for their high-quality products and services, and their commitment to innovation.

Description

- Develop and implement strategic sales plans tailored to the Industrial / Manufacturing industry.
- Build and maintain strong, long-lasting customer relationships.

- Identify emerging markets and market shifts while being fully aware of new products and competition status.
- Coordinate with the internal team to improve the entire customer experience.
- Meet sales targets and reporting on sales metrics.
- Present sales, revenue and expense reports and realistic forecasts to the management team.
- Identify and grow opportunities within the territory and collaborate with sales teams to ensure growth attainment.
- Assist with high severity requests or issue escalations as needed.

Job Offer

- Generous holiday leave.
- A respectful and inclusive company culture.
- Unique opportunities for personal and professional development.
- Additional benefits including non-smoking allowance, work location allowance, child allowance, etc.

If this sounds like the opportunity you've been looking for, we would love to hear from you. Take the next step in your career and apply today!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

スキル・資格

- Fluent Japanese and business level English
- A degree engineering/sciences, OR technical sales experience in the factory automation industry, plant engineering, or valve-related fields
- Proven sales experience, meeting or exceeding targets.
- Proven ability to drive the sales process from plan to close.
- Valid driver's license

会社説明

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