



Sales and Business Development

Wind Power Industry Sales

Job Information

Hiring Company

[Delairco Japan](#)

Job ID

1364531

Industry

Other (Infrastructure)

Company Type

Small/Medium Company (300 employees or less)

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Salary

6 million yen ~ 12 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission included in indicated salary.

Work Hours

9:30 to 6:30 (flexible hours are possible)

Refreshed

May 27th, 2026 22:17

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 25%)

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The role focuses on wind resource assessment equipment, water level and flow monitoring instrumentation, meteorological

systems, and related technical solutions for renewable energy, hydrology, infrastructure, environmental, and industrial applications.

The successful candidate will work closely with customers to understand technical requirements, prepare commercial and technical proposals, coordinate with suppliers and engineering teams, and support projects from initial inquiry through delivery and after-sales support.

This role combines consultative technical sales, customer relationship management, project coordination, and field support activities.

Key Responsibilities

Technical Sales & Business Development

- Develop and maintain relationships with customers, consultants, contractors, utilities, government agencies, research institutions, and industrial clients.
- Identify and pursue new business opportunities in wind resource assessment, hydrological monitoring, environmental monitoring, and industrial sensing applications.
- Promote and sell:
 - Wind resource assessment equipment and systems
 - Meteorological towers and remote sensing systems
 - Water level, flow, rainfall, and hydrological monitoring sensors
 - Environmental monitoring instrumentation and data acquisition systems
 - Communication and telemetry systems
 - Related technical services and support solutions
- Conduct customer meetings, presentations, and technical discussions to understand application requirements and propose suitable solutions.
- Prepare quotations, technical proposals, bid documents, and tender submissions.
- Support contract negotiations and commercial discussions.
- Maintain and expand relationships with existing customers while actively developing new accounts and markets.
- Represent the company at exhibitions, conferences, workshops, and industry events.

Project Coordination & Technical Support

- Coordinate with suppliers, subcontractors, and internal engineering teams to ensure successful project execution.
- Review technical specifications and customer requirements.
- Assist with system configuration, integration planning, and equipment selection.
- Support procurement, manufacturing coordination, logistics, and delivery schedules for complex projects.
- Prepare and maintain project and sales documentation in accordance with company and ISO9001 requirements.

Customer Service & After-Sales Support

- Provide responsive technical and commercial support to customers.
- Coordinate warranty support, repairs, calibration, and maintenance activities.
- Support long-term customer satisfaction through proactive communication and follow-up.
- Assist customers with technical documentation, product selection, and operational questions.

Required Skills

Preferred Qualifications

- Bachelor's degree or technical diploma in Engineering, Environmental Science, Renewable Energy, Hydrology, Meteorology, Electronics, Physics, or a related technical field.
- Experience in technical sales, instrumentation, environmental monitoring, renewable energy, industrial automation, or related industries preferred.
- Strong technical aptitude with the ability to understand and explain technical products and systems.
- Experience preparing technical proposals, quotations, and customer presentations.
- Good communication and interpersonal skills.
- Ability to manage multiple projects and priorities simultaneously.
- Proficiency with Microsoft Office and CRM/business software.
- Willingness to travel domestically and internationally for customer visits, site work, and exhibitions.
- Valid driver's license preferred.

Beneficial Experience

- Wind resource assessment systems and meteorological instrumentation
- Remote sensing systems including LiDAR
- Hydrological and environmental monitoring systems
- Water level, flow, rainfall, and weather sensors
- Data loggers, telemetry, SCADA, and communication systems
- Renewable energy and infrastructure projects
- International trading, procurement, or supplier coordination
- Project-based technical sales or EPC environments
- ISO9001 quality management systems

Company Description

Delairco is a manufacturer and systems integrator of equipment for Environmental Monitoring. We supply systems for General Meteorology and Hydrology, Wind Resource Assessment, Power Supply Backup Systems (including solar and diesel generators).

With the massive expansion in the Wind Power Business in recent years we require a skilled sales person to manage the sales of Wind Resource Assessment Equipment including Wind Lidars and traditional Met Masts.