



## Technical Sales Solutions Manager [Japanese Speaking]

### Job Information

#### Temp Agency

SPOTTED STAFFING Inc.

#### Job ID

1501936

#### Industry

Other (Manufacturing)

#### Company Type

Small/Medium Company (300 employees or less)

#### Non-Japanese Ratio

About half Japanese

#### Job Type

Permanent Full-time

#### Location

Kanagawa Prefecture, Kawasaki-shi Kawasaki-ku

#### Salary

10 million yen ~ 12 million yen

#### Refreshed

January 14th, 2026 02:00

### General Requirements

#### Minimum Experience Level

Over 6 years

#### Career Level

Mid Career

#### Minimum English Level

Daily Conversation

#### Minimum Japanese Level

Native

#### Minimum Education Level

Associate Degree/Diploma

#### Visa Status

Permission to work in Japan required

### Job Description

#### 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.

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## Required Skills

### 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.

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### 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.

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## Company Description