



【1000～1250万円】 Industrial Senior Application Engineer

外資系機械部品メーカーでの募集です。アプリケーションエンジニアのご経験のある...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

外資系機械部品メーカー

Job ID

1507850

Industry

Machinery

Company Type

International Company

Job Type

Permanent Full-time

Location

Osaka Prefecture

Salary

10 million yen ~ 12 million yen

Work Hours

09:00 ~ 18:00

Holidays

【有給休暇】有給休暇は入社時から付与されます 入社7か月目には最低10日以上付与 初年度最大22日 【休日】完全週休二日制 土...

Refreshed

April 24th, 2025 08:01

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2266395】

- ・ Develop and maintain customer (Industrial OEM's Integrators) technical specs for Industrial products portfolio and systems in the geographical area of Japan to maximize sales and drive growth.
- ・ Develop and implement market strategy to expand presence in the market to drive further growth.
- ・ Plan and implement technical assistance to customers to achieve or exceed sales forecasts especially with identified OEMs.

- Take ownership of meeting customer programs
 - Develop and execute tactical and strategic technology plans in support of the overall sales strategy and to meet performance expectations and requirements.
 - Prepare solutions presentations to create product understanding and awareness.
 - Plan and conduct technical seminars to update Distributors Integrators and OEM's on current and new products.
 - Build close relationships with key customers to enhance customer satisfaction and long term business prospects.
 - Prepare technical proposals based on customer needs and expectations ensuring these match capability and offering.
 - Advise and influence customers creating and developing opportunities
 - Provide a variety of reports on an ongoing basis.
 - Administer all phases of the application and engineering process to ensure effective and timely customer service and response.
 - Monitor customer performance versus plan and take corrective actions as needed.
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Required Skills

【必須条件】

- 5+ years relevant industry experience.
- High level knowledge of industrial range of products and their application
- Experience in Microsoft Office Suite (Word Excel etc.) SAP and other data base systems.
- Excellent analysis and problem solving skills
- Fluent in Japan English (written spoken) .

【歓迎】

- Ability to work with international teams in a global matrix organization.
 - Cooperative and excellent interpersonal skills.
 - Preferred to have Hydraulic system adjustment technician certification
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Company Description

ご紹介時にご案内いたします