【Shin-Yokohama】Field Application Engineer-Electrical Systems

Your performance is rewarded in pay.

Job Information

Hiring Company
nVent Japan Co., Ltd.

Job ID
1555984

Industry
Electronics, Semiconductor

Company Type
Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio
Majority Japanese

Job Type
Permanent Full-time

Location
Kanagawa Prefecture, Yokohama-shi Kohoku-ku

Salary
6 million yen ~ Negotiable, based on experience

Refreshed
October 30th, 2026 08:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

We’re looking for people who put their innovation to work to advance our success – and their own. Join an organization that ensures a more secure world through connecting and protecting our customers with inventive electrical solutions.

WHAT YOU WILL EXPERIENCE IN THIS POSITION:
In this position, you will get to:

Core Responsibilities:

- Actively support Data Solution regional sales and as required global sales with technical expertise in winning

customized and engineered projects for Data Solution - Cooling Solutions (RDC, Inrow, Inrack, and DLC) cabinet and iPDU.
- Partner with sales on customers visits to support the close of sales
- Facilitate technical presentations for customers
- Support the technical chat function for our website
- Participate in Trade Shows/Exhibitions as required
- Ensure project kick off alignment meetings are executed properly

- Technical Support:

  - Evaluate customer RFQ´s and create costing/quotes with technical and commercial content
  - Check technical feasibility of projects
  - Evaluate potential risks (technical and commercial)
  - Support sales in price negotiations with customers
  - Ensure projects support nVent's operating income/AOP KPI's
  - Support expanding digital application usage for select, quote and order

- Project Management:

  - Manage project through prototype phase until serial production
  - Check initial orders and compare with quote
  - Clarify any changes and open issues
  - Create project plan with timelines together with engineering, supply and operations
  - Involve Back-End e2E team timely to transfer project for serial production
  - Drive team to ensure they coordinate and maintain development schedules including supervising prototyping and testing
  - Foster a collaborative team environment with open communication, identifying problems and establishing resolutions

Employment Type: Full-time employee (Probation period: 3 months, no change in conditions)

Estimated Annual Income: JPY 6,000,000 ~ (annual salary system including incentives; no upper limit)

Work Location:
YS Shin-Yokohama Building 3F, 2-15-10 Shin-Yokohama, Kohoku-ku, Yokohama, Kanagawa, Japan

Nearest Stations:
3 min walk from Shin-Yokohama Station (Yokohama Municipal Subway Blue Line)
5 min walk from Shin-Yokohama Station (JR Yokohama Line)

Smoking Policy: Non-smoking indoors (designated smoking area available)

Holidays & Leave

- Annual holidays: 123 days
- Complete 5-day work week (Saturday, Sunday, and national holidays off)
- Additional holidays: May 1, August 15, and December 29–January 4
- Paid leave: 10–20 days (in accordance with company policy)

Compensation & Benefits

- Commuting allowance (according to company policy)
- Overtime allowance (deemed working hours system)
- Remote work available (depending on role/approval)
- Casual dress code (depending on department)
- Retirement allowance system
- Social insurance: Health, Welfare Pension, Employment, Workers' Compensation
- No company housing/dormitory
- Incentive system available

Required Skills

EDUCATION & EXPERIENCE:

- Academic background in University Degree / Diploma in Electrical / Electronic/Engineering (Not must for DS FAE)
- 5 years or more Technical experience in a professional target driven business o Worked for an international company.
- Previously worked in teams and a good team player
- Experiences in Application Engineering or Business development for Datasolution and Cooling solution businesses.

Knowledge, Skills and Abilities :

- Very strong datacenter, data solution and cooling solution background, preferably
- Knowledge in product design processes and disciplines, including but not limited to electronic design, drawings, verification and certification.
- Knowledge and understanding of electronic assemblies with a focus on applications sales.
- Knowledge in technical aspects of products, specifications, and offerings
- Skills in researching, analyzing, and recommending product based on applications
- Project management knowledge and experience in managing complex customer projects and cross functional teams
- Knowledge and experience leading technical discussions with customers to secure project wins
- Knowledge about customer applications for our products

- Demonstrated skill in managing multiple tasks/projects along with the ability to work in a fast paced team environment in a self-directed manner
- Demonstrated skill in using personal computers including Microsoft Office.
- Ability to develop basic concepts into working applications.
- Demonstrated problem solving and complex analytical skills
- Ability to utilize strong written and reading English skills, with the ability to interface with people globally across multiple functional areas
- Strong communication skills (Business level for both of Japanese and English)
- Excellent interpersonal and communication skills
- Must have strong customer orientation
- Good time management skills
- Strong team player with positive attitude
- Ability to establish and maintain effective and cooperative working relationships with employees at all levels of the organization, customers, and suppliers
- Ability to identify the root cause of problems/issues by asking probing questions and the ability to develop recommendations for resolution
- Ability to work under general direction and adapt to changing priorities and deadlines.

Company Description