

# Motorcycle GBU | Sales Engineer

Job Information

**Hiring Company** 

BREMBO Japan Co.,Ltd

Job ID

1561763

Industry

Automobile and Parts

**Company Type** 

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

**Train Description** 

Toei Oedo Line, Akabanebashi Station

Salary

7 million yen ~ 8 million yen

Salary Bonuses

Bonuses included in indicated salary.

**Work Hours** 

会社の規定に準ずる(In accordance with company regulations)

Holidays

完全週休2日制(土・日)、祝日、年末年始休暇

Refreshed

November 28th, 2025 14:00

General Requirements

**Minimum Experience Level** 

Over 3 years

**Career Level** 

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Native

Other Language

Italian

歓迎条件:イタリア語

**Minimum Education Level** 

High-School

Visa Status

Permission to work in Japan required

#### (About this position)

This role is critical in ensuring smooth coordination between local customers and the Italian Headquarter Sales Department. The position focuses on operational follow-up and customer satisfaction, while supporting commercial activities that remain under the control of the HQ Sales team.

The Customer Support Engineer is responsible for monitoring customer relationships and sharing relevant information with the Headquarters to facilitate effective commercial actions. This role also involves daily oversight of order programs, ensuring accurate information flow and proactively identifying potential issues to maintain supply chain timelines.

Additionally, the engineer will serve as a key communication bridge between customers and Brembo HQ's Engineering and Quality teams throughout all project phases, ensuring timely and accurate technical and quality responses.

### [Responsibilities]

- 1. Customer Relations & Sales Activities
- · Facilitate communication between Japanese customers and the Engineering and Quality teams at the Italian HQ throughout all phases of each project.
- · Maintain sales and profit targets for the Japanese customer portfolio and maximize commercial performance.
- · Respond accurately and promptly to technical and quality-related inquiries from Japanese customers, and support the implementation of continuous improvement initiatives.

#### 2. Order, Delivery & Budget Management

- $\cdot$  Oversee daily operations related to order programs, ensuring timely and accurate information flow.
- · Identify and report potential issues in advance to maintain supply chain timelines.
- Monitor key performance indicators (KPIs) such as sales, profit, and delivery schedules, and propose improvements as necessary.

### 3. Negotiation & Pricing Management

- · Conduct price negotiations with Japanese customers and manage price lists in accordance with internal and HQ pricing policies.
- Understand the expectations and requirements of Japanese customers and coordinate with internal departments, especially Logistics, Quality, and Engineering.

#### 4. Other Responsibilities

- · Support new business acquisition by building and maintaining strong relationships with customers.
- · Collaborate with the department director and HQ through regular reporting and meetings to ensure the effective local implementation of global strategies.

### [Employment Type]

Permanent employee

#### (Salary)

JPY 7M to JPY 8 M (Including bonus)

## (Working Hours)

In accordance with company regulations

### [Work Location]

Brembo Japan Mita Office, Minato-ku, Tokyo

## [Holidays & Leave]

In accordance with company regulations

### [Benefits & Welfare]

In accordance with company regulations

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### ≪募集要項・本ポジションの魅力≫

- 日本の顧客とイタリア本社をつなぎ、技術・品質対応や営業支援を行う営業技術職
- グローバルな製造拠点・海外チームとの連携で国際的な視野と経験が磨ける
- プレミアムブレーキブランド「ブレンボ」の最前線でOEM顧客との信頼関係構築に携われる
- 年収700万~800万円、外資系ならではの英語力を活かせる環境と裁量ある働き方

### 【業務内容】

- 1. 顧客対応・営業活動
- ・日本の顧客とイタリア本社のエンジニアリングおよび品質チームとの間で、すべてのプロジェクトフェーズにおいて円滑なコミュニケーションを図る。・日本の顧客ポートフォリオにおける売上および利益目標を維持し、業務成果の最大化を目指す。
- ・日本の顧客からの技術的および品質に関する問い合わせに対し、正確かつ迅速に対応し、継続的な改善活動の実施を支援 する。

### 2.発注・納品・予算管理

- ・量産プログラムに関連する日常業務を監督し、正確かつタイムリーな情報の流れを確保する。
- ・サプライチェーンの納期を遵守するため、潜在的な問題を事前に特定し、適切に報告する。
- ・売上、利益、納期などの主要業績指標(KPI)をモニタリングし、必要に応じて改善提案を行う。

- 3. 交渉・価格管理
- ・顧客との価格交渉を行い、社内の価格ポリシーに基づいて価格リストを管理する。
- ・顧客の期待や要望を把握し、社内の関係部門(特に物流、品質、技術)と連携する。

#### 4. その他の業務

- ・顧客との良好な関係を構築・継続することで新規受注を支援する
- ・部門責任者および本社との定期的な報告・会議を通じて、グローバル戦略をローカルで実行する。

#### 【雇用形態

正社員

#### 【給与】

700万円~800万円(賞与含む)

#### 【就業時間】

9:00~17:30

※2025年12月~フレックスタイム制導入予定

#### 【勤務地】

Brembo Japan Mita Office(東京都港区) ※週1回程度リモートワーク可

#### 【休日休暇】

会社の規定に準ずる

### 【待遇・福利厚生】

会社の規定に準ずる

### Required Skills

#### [Requirements]

- 3+ years of experience in the automotive or motorcycle industry, technical sales (preferably with direct interaction with OFMs)
- Experience working with international teams, especially with strong communication skills that take into account time zone differences and cultural nuances, particularly with European counterparts.
- Flexibility and adaptability, with the ability to respond effectively to the fast-paced and constantly evolving nature of the industry and projects.
- Native-level in Japanese and Business-level in English (Italian is a plus).
- · Detail-oriented, and capable of managing multiple priorities

## [Onboard date]

ASAP

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#### 【応募要件】

- 自動車またはモーターサイクル業界での3年以上の経験(特にOEMとの直接的なやり取りを含む技術営業の経験が望ましい)
- 国際的なチームとの業務経験(特に、時差や文化的な違いを考慮した高いコミュニケーション能力を有し、欧州の関係者との協業経験があること)
- 柔軟性と適応力(変化の激しい業界やプロジェクト環境に、迅速かつ効果的に対応できる能力)
- 日本語はネイティブレベル、英語はビジネスレベル以上(イタリア語ができれば尚可)
- 細部に注意を払い、複数の業務を同時に管理できる能力

#### 【入社時期】

できるだけ早め

Company Description