

Michael Page

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Technical sales (分析機器事業部製品) - Tokyo

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Job Information

Recruiter

[Michael Page](#)

Job ID

1562183

Division

Electronics

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5 million yen ~ 9 million yen

Salary Bonuses

Bonuses included in indicated salary.

Refreshed

October 17th, 2025 14:39

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This role focuses on driving sales of measurement instruments within the analytical equipment division, ensuring client satisfaction and achieving sales targets. The successful candidate will work closely with clients to provide tailored solutions in the industrial and manufacturing sectors.

Client Details

A globally recognised leader in the field of electrical scientific instrumentation, serving the industrial manufacturing sector. Renowned for their commitment to quality and innovation, they provide a comprehensive portfolio of advanced solutions for material characterisation, nanotechnology, and bio-science applications.

As a subsidiary of a prestigious UK-based parent company, they leverage decades of expertise to deliver precision measurement and analytical tools to a diverse international clientele. Their reputation is built on delivering cutting-edge

technologies that empower scientific discovery and industrial advancement.

Description

- Develop and execute sales strategies for measurement instruments in the analytical equipment division.
- Build and maintain strong relationships with clients in Tokyo and surrounding regions.
- Identify and pursue new business opportunities to expand market presence.
- Provide technical support and product demonstrations to prospective customers.
- Collaborate with internal teams to ensure client requirements are met efficiently.
- Monitor market trends and competitor activities to inform sales strategies.
- Prepare and deliver sales reports and forecasts to management.
- Attend industry events and exhibitions to promote products and services.

Job Offer

- Comprehensive social insurance, including health, unemployment, and labor insurance.
- Retirement benefits, including a defined contribution pension plan (401K).
- Access to medical insurance from the first day of hospitalization.
- Matching contribution options to support personal asset growth.
- Financial support for approved self-development programs.
- Generous leave policies and a supportive work environment.

This is a permanent position based in Tokyo. If you are passionate about sales in the industrial and manufacturing industry, we encourage you to apply today!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Vitalis Menya on +813 6627 6053.

Required Skills

A successful Measurement Instrument Sales professional should have:

- A strong background in sales within the industrial or manufacturing sectors.
- Expertise in measurement instruments or analytical equipment.
- Proven ability to communicate effectively with clients and stakeholders.
- A results-driven approach with a focus on achieving sales targets.
- Familiarity with the Tokyo market and industry trends.
- A bachelor's degree in a relevant field is preferred.

Company Description

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