



PR/087269 | Sales Engineer (m / f / d)

## Job Information

**Recruiter**

JAC Recruitment Germany

**Job ID**

1565004

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Germany

**Salary**

Negotiable, based on experience

**Refreshed**

December 23rd, 2025 09:01

## General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

## Job Description

### Company and Job Overview

One of the largest Japanese electronic product manufacturers in the world is looking for a Sales Engineer (m/f/d) in Ottobrunn.

### Job Responsibilities

- In technical sales conversations with hyperscale, colocation, and enterprise data center clients across Europe, you present tailored hydrogen-based power solutions and define system requirements as the technical sales lead for Fuel Cell Systems.
- You manage hydrogen power system projects throughout their lifecycle—from planning and procurement to installation and commissioning—ensuring alignment with timelines, budgets, and applicable safety standards such as ATEX and CE marking.

- By collaborating with internal engineering teams and external partners, you translate customer needs into technical specifications and oversee their implementation.
- You prepare and maintain technical documentation, presentations, and reports for clients, funding applications, audits, and feasibility studies.
- In coordination with local teams in Ottobrunn, you support field trial activities and contribute to data collection efforts.
- You contribute to go-to-market strategy discussions for hydrogen systems in data centers, aligning your technical input with broader GTM (go to market) and FS initiatives.

### Job Requirements

- You hold a bachelor's degree or higher in Electrical Engineering and bring at least three years of experience in power system design or working with power equipment manufacturers.
- You have in-depth knowledge of electrical infrastructure for data centers, including INVERTER DCDC Converter technologies.
- You have a strong track record in project management, confidently handling schedules, resolving technical challenges, coordinating across cross-functional teams and stakeholders, and navigating ongoing project clarifications, including FS implementation and suspension-related topics.
- You are fluent in English and Chinese (Mandarin), enabling effective communication in international contexts.
- You ideally have experience with gas-related systems, are familiar with EU or German energy regulations, and possess German reading and writing skills.

### BENEFITS

- A challenging strategic role where you can actively contribute to the company's success and take on responsibility
- International work environment
- Variety of training and development opportunities
- Attractive remuneration package, social, fitness & health benefits
- 30 days of vacation
- Flexible working hours
- Generous mobile working option
- High Work-Life Balance
- Company car, ebike leasing and special discounts on the products

Apply online for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

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