

Technical Sales Manager

Exclusive job

Work Style (50% Office-50% Remote)

Job Information

Recruiter
NEXUS Corporation

Job ID
1578391

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Minato-ku

Salary
9 million yen ~ 15 million yen

Salary Bonuses
Bonuses paid on top of indicated salary.

Holidays
Paid leave: 12–20 days + Summer & Year-end Holidays

Refreshed
November 25th, 2026 05:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
Business Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

As a Technical Sales Manager, you will drive the sales of engineering services and technical solutions. You act as a trusted partner for customers, understanding their challenges and translating them into viable technical and commercial solutions together with engineering teams.

The company is a global technology organization specializing in software and systems engineering. It supports customers from early concept phases through to deployment, turning complexity into intelligent and reliable solutions. The portfolio ranges from embedded systems and classic software development to cloud-based solutions and artificial intelligence. Customers span industries such as automotive, industrial, railway, medical systems, agricultural and construction machinery, and motorsports.

The company is a wholly owned subsidiary of a global Tier-1 multinational engineering and technology group.

Responsibilities:

- Build and maintain long-term customer relationships based on trust and technical understanding
- Identify and develop new business opportunities within existing and new accounts
- Collaborate closely with engineering teams to shape and deliver customer-specific solutions
- Lead customer meetings, align on requirements, and ensure high customer satisfaction
- Prepare and present technical proposals, pricing, and contracts
- Monitor market trends and competitor activities

Experience:

- Strong interpersonal skills and customer-oriented mindset
- Experience in a customer-facing role in a technology or engineering environment
- Ability to explain complex technical topics in a clear and structured way
- Solid engineering or technical background required; sales or business development experience is a plus and can be developed on the job

Knowledge & Skills:

- Excellent communication and presentation skills
- Independent, structured working style with strong organizational skills
- Basic understanding of engineering services, ideally in automotive or industrial domains
- Fluent Japanese (verbal & written); English proficiency is a plus

Benefits:

- Paid leave: 12–20 days + Summer & Year-end Holidays
- Flexible working hours (no core time)
- Hybrid work model: 50% office/customer & 50% remote

Company Description