



【MNC Manufacturing Company】 Senior Application Engineer

Job Information

Hiring Company

[Instron Japan Company Limited](#)

Job ID

1581993

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

May 12th, 2026 11:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

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Position: Senior Application Engineer
 Department: Marketing and Business Development Department
 Location: Japan, Tokyo
 Reports To: Country Manager

Job overview

Application Engineer is a key position in Instron's business. This position requires a deep understanding of the business, communication and management skills with business intuition, combined with product and application expertise to develop and guide the team, drive team development and decision-making, align the team's work with the needs of Japan's business characteristics, maximize the potential to help the business succeed, and maintain Instron's market position as a high-quality supplier of material testing equipment and the highest customer satisfaction.

Main responsibilities:

- Needs to work closely with customers, sales, and service teams to respond in a timely manner and provide excellent

technical support before, during, and after sales, demonstrating the professional capabilities of the Instron brand and focusing on improving user experience

- Responsible for organizing market research, in-depth analysis of customer needs, market trends, comparative analysis of competitors, and finding and identifying solution advantages in specific applications and market areas to help win the competition
- Needs to provide effective support for marketing activities, attends targeted technical conferences, exhibitions and seminars, supports the output of marketing content such as social media, and maintains brand image and exposure
- Identify and discover new business requirements, and promote the team to continuously create and optimize sales tools, such as application solutions, presentations, document templates, videos, seminar/webinar content, etc., to effectively support business expansion
- Responsible for controlling order cleanliness, regular summary and review, and driving necessary corrective and preventive actions, tracking and resolving historical issues such as products and applications left over from the aftermarket
- Manage the asset management, daily operations, and 5S maintenance of the DEMO lab, review and ensure that the quality of DEMO testing meets sales requirements and Instron professional standards, ensuring efficient and timely support and high-quality customer experience.
- Responsible for the planning and scheduling of new product launches, and tracking the progress of new product business development and tracking customer feedback
- Drive product, application training, and other soft skills for sales, service, and team insiders
- Responsible for daily communication with foreign teams, solving application problems, effectively feeding back the voice of the market to foreign teams, and arranging VOC research activities, etc., to assist in promoting product improvement and innovation
- Leverage ITW tools – 80/20, USA, and PLS – and actively drive and engage in continuous improvement of the stakeholder team to maximize organizational effectiveness and efficiency
- Team capacity building, including the learning of new products, the application of new technologies, the ability to communicate effectively, project management skills, etc., to create an efficient organization
- Perform other duties assigned by the leader

Required Skills

Critical

Customer-Centric

Build strong customer relationships and provide customer-centric solutions.

Decisive

Make timely, high-quality decisions to drive organizational development.

Action-Oriented

Seize new opportunities and respond to new challenges with urgency, energy, and enthusiasm.

Resourcefulness

Effectively and efficiently acquire and use resources

Result-Oriented

Consistently achieve performance, even in challenging circumstances.

Flexible-Interaction

Interact openly and comfortably with diverse groups.

Persuasive

Gain others' support and commitment through strong persuasion.

Building-Networks

Effectively establish formal and informal networks both inside and outside the organization.

Builds-Trust

Be honest, upright, and genuine to earn the trust and confidence of others.

Resilience

Recover from setbacks and adversity when facing difficult situations.

Important

Strategic-Thinking

Anticipate future possibilities and transform them into breakthrough strategies.

Planning-Coordination

Develop work plans and prioritize tasks to fulfil commitments aligned with organizational goals.

Ensuring-Accountability

Ensure that both yourself and others are responsible for fulfilling commitments.

Collaboration

Build partnerships and collaborate with others to achieve common goals.

Effective-Communication

Develop and implement multi-modal communication, clearly understanding the specific needs of different audiences.

Courage

Face tough problems head-on and speak up when necessary.

Fast-Learner

Actively learn through trial and error when solving new problems, treating both successes and failures as sources of learning.

Self-Motivated

Use formal and informal development channels to actively seek new ways to grow and develop yourself.

Manages-Uncertainty

Operate effectively even when things are unclear and goals are uncertain.

Situational-Adaptability

Adjust methods and behaviors in real-time to meet the changing demands of different situations.

Company Description