



Field Application Engineer

Job Information

Hiring Company

VAT Co., Ltd

Subsidiary

VAT JAPAN Co., Ltd.

Job ID

1586137

Division

Engineering

Industry

Other (Manufacturing)

Company Type

International Company

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Ota-ku

Train Description

Tokyo Monorail Haneda Line, Seibijo Station

Salary

6 million yen ~ 11 million yen

Salary Bonuses

Bonuses included in indicated salary.

Refreshed

April 22nd, 2026 15:00

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

General Summary (Role summary and objectives/ description of the role)

General Summary (role summary and objectives/ description of the role)

- Responsible for the technical interface between VAT and customers including OEM and IDM. Act as the technical specialist on customer processes, tools, applications and product requirements.
- This position can contribute by identifying technical challenges and recognizing new business opportunities at key accounts as well as upcoming technical challenges at customers before reaching "official" reporting channels with the goal to increase business. Act strongly on further trends at the customers processes and identifies future product requirements. Then guiding the customers in finding better solutions for its products by proposing VAT values.
- Support internal stakeholders (Product Managers, Sector Managers, Engineers, and so on) for engineering discussions with customers in Japan for making proposal.
- Partner with sales team to define product requirements, develop value propositions and set strategies to penetrate and grow business at key accounts.

Principle Duties & Responsibilities

- Drive Spec-Wins to achieve annual objectives.
- Become reliable technical contributor in projects for both VAT and customers.
- Lead defining specification of new product developments and existing product customizations to protect and increase the Share of Wallet for VAT.
- Identify customers technical roadmaps and share among the internal stakeholders
- Provide accurate and precise answers to customer requests and questions.
- Responsible for New Product Introduction (NPI).
- Responsible for customer evaluations on-site e.g. testing valves in clean room at customer site.
- Reflect Voice of VAT project team in customer projects.
- Reflect Voice of Customer in product development projects.
- Guide and influence customers on their technical decisions based on strategy of VAT engineering & product management.
- Regular reports to supervisor and timely information sharing among the Team and stakeholders.

Job Description

- Support complex technical problem at customers in cooperation with responsible Product Manager and if necessary, escalate it to managers for further help.
- Support the sales team in customer acquisition and negotiations and proactively drive the product specification process.
- Contributes to the VAT engineering network.
- Carefully monitor competitor landscape, run competition analysis and work out VAT's competitive advantage

Required Skills**Minimum Qualification**

- Bachelor degree in mechanical engineering or equivalent
- Business level English communication skills (verbal and written)
- Native in Japanese

Preferred Qualification

- Technical knowledge of applications and/or process of Semiconductor, Display, Vacuum industries
- Work experience in clean room.
- Master degree or PhD in engineering or equivalent.

Company Description