



## 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**

May 13th, 2026 03:00

### 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)

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- 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**