

【800 ~ 1000万円】Senior Application Engineer

ドイツ系試験機メーカーでの募集です。 アプリケーションエンジニアのご経験のある…

Job Information

Recruiter
JAC Recruitment Co., Ltd.

Hiring Company
ドイツ系試験機メーカー

Job ID
1587536

Industry
Machinery

Company Type
International Company

Job Type
Permanent Full-time

Location
Kanagawa Prefecture

Salary
8 million yen ~ 10 million yen

Work Hours
09:00 ~ 17:30

Holidays
詳細は求人ご紹介時にご案内いたします。

Refreshed
October 30th, 2026 07:00

General Requirements

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
Native Level

Minimum Education Level
Technical/Vocational College

Visa Status
Permission to work in Japan required

Job Description

【求人No NJB2330313】
Application Engineer is a key position in our 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 our market position as a high quality supplier of material testing equipment and the highest customer satisfaction.

・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 our 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 provides 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 our 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

ご紹介時にご案内いたします