【スイス外資系】 アカウントセールス　Account Sales Representative

世界シェア70% 半導体製造装置に不可欠な真空バルブのグローバルメーカー

Job Information

Hiring Company
VAT Japan Ltd.

Job ID
1594994

Industry
Machinery

Company Type
International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Ota-ku

Salary
6 million yen ~ 9 million yen

Refreshed
November 26th, 2026 04:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
Native Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

- As a corporate sales representative in the semiconductor industry, you will be responsible for everything from customer support to preparing quotes and coordinating delivery schedules.
- You will contribute to solving customer challenges by proposing products from world-class manufacturers.
- You will gain experience in a global environment by collaborating with overseas offices and internal departments.
- You will have the opportunity to work with our offices in Switzerland and Malaysia, and we offer comprehensive training and career development programs.

【Job Responsibilities】
We are looking for experience Account Sales to take charge in developing sales opportunity by researching and identifying potential accounts through inbound lead follow-up and outbound cold calls and emails.
A good communications skills is required for this role as you need to understand the customer needs and requirements and

recommend the customer on appropriate product.
As an account sales, you will be acting as a liaison officer between the customers and sales operations.You will be responsible in administrating all quotes for sales and/ or services and submit sales forecast.
This role required to be efficient and proficient as dealing with high-volume request that may varies from quotes, applications assistance and resolving customer issues.
You will also be given the opportunity to work closely with cross-functional stakeholders across the company, channel partners and distributors to achieve operations excellence.

Your responsibilities include, but not limited to:

- Generate customer quotation
- Manage customer sales forecast
- Update customer price list
- Manage customer-query via site visit, email and direct phone call.
- Validate technical details to production office in Switzerland
- Update contact report and opportunity on customer relationship management (CRM)
- Manage delivery schedules with production office in Switzerland and Malaysia, including negotiations to expedite the specific product.
- Corroborate on environment requests and questionnaire (Rohs , ChemSHERPA, etc)
- Provide product test report
- Support contract, including purchasing agreement and non-disclosure agreement.

< About US >
BE GREAT TOGETHER WITH US.
Innovation, Efficiency and Ambition: this is what VAT has stood for over 50 years.
With this passion, VAT has grown to become the leading international developer, manufacturer and supplier of high-performance high-end vacuum valves and vacuum sealing technology, employing over 2000 people worldwide. The headquarters are located in Haag (Switzerland), the production centers in Switzerland, Malaysia, Romania and Taiwan.

雇用形態：無期雇用 *試用期間有り（6ヶ月）

想定年収：600 万円 ~ 900万円（月給制）
※スキル・ご経験に応じて相談可能

就業時間：固定（定額）残業代制

- 就業時間 09:00 ~ 17:00
- 休憩時間 60分（12:00 ~ 13:00）
- 残業 月 10 時間 ~ 30 時間程度
- 時差出勤制度有り
- フレックスタイム（コアタイム午前11時から午後 3 時） 在宅勤務制度導入

勤務地：東京都 大田区羽田旭町10番11号 MFIP羽田 1 階

- 穴守稲荷 駅から徒歩10分
- 在宅勤務あり
- 転勤： 無し
- 会社の定める事業所
- 出向：無し
- 受動喫煙対策：就業場所 全面禁煙

休日：年間休日 125 日

- 完全週休二日制
- 土日、祝日、夏期休暇、年末年始、特別休暇（結婚、出産、慶弔、育児、介護など）
- 年間有給休暇
- 有給休暇は入社時から付与 （初年度の有給については入社月によって変動します）

社会保険：

- 健康保険 厚生年金 雇用保険 労災保険
- 健康保険は産業機械健康保険組合に加入交通費全額支給

福利厚生：

- 企業団体生命保険（会社加入の団体生命保険）
- ベネフィット・ワン（従業員及びその家族で利用可）
- セコム安否確認（災害等の緊急時に社員の安否確認、安全確保を支援）
- 定期健康診断（年1回）
- 社内イベント＆アクティビティ
- EAP（専門カウンセラーによるサポート）
- 慶弔金制度（結婚祝い金、出産祝い金、弔慰金）
- OFFICE DE YASAI & SL Creations (置き型のお惣菜提供（100 ~ 200円））
- インフルエンザ予防接種（任意・負担額上限：4000円）
- 永年勤続表彰（勤続年数に応じたリフレッシュ休暇と賞金等の贈呈）
- 定年：満61歳（65歳まで再雇用制度有り）

Required Skills

【Minimum Qualification】

- At least 3 years of B2B sales experience in semiconductor or related industry
- Japanese: Native level
- English: Communicative level
- Capable of building long-term relationships with clients

【Preferred Qualification】

- Able to engage in technical discussions and proposals with customers
- Possesses a good balance of technical understanding and customer-facing skills
- Experience in technical customer support or client-facing technical roles
- 3 years of engineering experience (career switch to sales is welcome)

*VAT is an equal opportunity employer. We see ourselves as a responsible and far-sighted employer that offers not only jobs, but also career and personal development opportunities through various training programs. We recognize the value of employee diversity and provide equal employment opportunity for all qualified application that contributes to innovation, improves customer orientation and employee satisfaction. One-step in this direction is to ensure that people are recognized and fairly compensated for their contributions to the company. In 2021, VAT received the Fair-ON-Pay+ certificate as an acknowledgement for our commitment in ensuring equal pay for equal work between men and women.

Company Description