【Global Manufacturing Company】 Senior Application Engineer

Materials Testing | Ownership & Travel

Job Information

Hiring Company
Instron Japan Company Limited

Job ID
1605379

Industry
Automobile and Parts

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
8 million yen ~ 10 million yen

Salary Bonuses
Bonuses paid on top of indicated salary.

Work Hours
8:30~17:30

Refreshed
November 6th, 2026 13:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Daily Conversation Level (Amount Used: English usage about 25%)

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

Why You'll Love This Role

✓ Become a trusted technical partner to customers and Sales Engineers
✓ Gain exposure to a wide range of industries and material testing applications
✓ Travel across Japan to support customers, projects, and industry events
✓ Develop both engineering expertise and commercial business skills
✓ Enjoy a high level of autonomy and ownership in a decentralized organization
✓ See the direct impact of your ideas and contributions on business success
✓ Collaborate with local and global teams to drive innovation and product improvement

✓ Build your career with the global leader in material testing solutions

Job overview

The Senior Application Engineer is a key position in Instron's business and acts as a technical sales enabler, partnering closely with Sales Engineers to help win business by providing application expertise, customer support, technical consultation, and market insights. The role bridges customers, sales, service, marketing, and global teams to deliver solutions, enhance customer experience, and support business growth.

We are looking for somebody who can 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

- Provide technical application support to customers, sales, and service teams throughout the sales cycle and aftermarket, ensuring a high-quality customer experience.
- Analyze customer requirements, market trends, competitor activities, and application opportunities to strengthen solution positioning and support business growth.
- Support marketing initiatives through technical conferences, exhibitions, seminars, webinars, content creation, and brand promotion.
- Develop and maintain sales enablement tools, including application solutions, presentations, templates, videos, and training materials.
- Manage DEMO lab operations, assets, testing quality, and 5S activities to ensure efficient and professional customer support.
- Support new product launches, track customer feedback, and collaborate with global teams on application issues, VOC activities, product improvements, and innovation.
- Deliver product, application, and professional skills training to internal teams and contribute to organizational capability development.
- Drive continuous improvement through effective use of ITW tools, operational reviews, corrective actions, and process optimization.
- Perform other duties as assigned.

Role: Senior Application Engineer
Department: Marketing and Business Development Department
Location: Tokyo, Japan
Industry: Material Testing & Engineering Solutions
Career Path: Develop both technical expertise and commercial/business acumen

Required Skills

Experience / Education

- 3+ years of experience as an application engineer/application specialist or in materials testing, engineering, or a related technical industry

Skills

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.

Company Description