



データセンター向け営業職

イートン・エレクトリック・ジャパン株式会社での募集です。 法人営業（その他）の...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

イートン・エレクトリック・ジャパン株式会社

Job ID

1606286

Industry

Electronics, Semiconductor

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 15 million yen

Work Hours

09:00 ~ 17:00

Holidays

【有給休暇】有給休暇は入社後3ヶ月目から付与されます 初年度 10日 3か月目から 【休日】完全週休二日制 土 日 祝日 GW...

Refreshed

September 3rd, 2026 06:00

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Technical/Vocational College

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2337201】

■仕事内容

データセンター等のプロジェクト業務拡大の為の新たなポジションになります。同社電気設備のAccount Managerとして、既存/新規顧客向け営業活動を担っていただきます。

・受注前後の技術問い合わせ対応

- ・製品見積対応
- ・海外開発拠点、海外工場への問い合わせ

■商材：UPS、配電盤、低 中電圧制御機器など
 ■顧客：データ・センター

- ・ Proactively manages current and future business with the named accounts.
- ・ Assumes all account management and business development duties for each named account. This includes but is not limited to:
 - a. Proactive meetings for current and future business.
 - b. Addresses any short and long term concerns and issues.
 - c. Manages a pipeline and forecast for each named account as well as an overall pipeline and forecast for Eaton's EA business.
 - d. Takes the commercial and relationship lead in responding to RFP RFT's and RFI's.
 - e. Participates in formal and informal meetings.
 - f. Hunts for new business within these named accounts.
 - ・ Assists all countries in the Region to resolve issues help drive business and be the gateway into customer teams.
 - ・ Assumes role as the point of escalation for colocation customers where required.
 - ・ Works closely with Eaton country teams to aim for successful biddings.
 - ・ Works closely with applications engineering bid management and service teams to ensure a seamless customer experience.

Required Skills

【必須】下記いずれかの経験をお持ちの方

- ・ UPS製品知識及び電気設備の営業経験
- ・ ビジネスでの英語使用経験
- ・ 製品据付における施工管理の知識・経験、設備のプロジェクトマネジメント経験
- ・ 電気系の知識（強電）

【歓迎】

電気関連の資格保有者
 データセンタービジネスのご経験

Requirement:

- ・ Bachelor's Degree or equivalent.
- ・ 5+ years sale experience for electrical products market. Better to have sales experience in Data Center.
- ・ Experienced skill to use Microsoft Office product (Word Excel PowerPoint)
- ・ Basic skill to use web meeting application (Teams zoom etc.)
- ・ Fluent Japanese
- ・ Business level of English

Company Description

低圧電気制御機器部品輸入・販売、低圧電気制御盤・組立・販売、制御盤・中圧配電盤販売