# Technical Application Consultant

## Job Information

**Hiring Company**
HARTING K.K.

**Job ID**
1611625

**Division**
Marketing / Marketing_Technical_Consulting

**Industry**
Electronics, Semiconductor

**Job Type**
Permanent Full-time

**Location**
Kanagawa Prefecture

**Salary**
Negotiable, based on experience

**Work Hours**
In accordance with company regulations

**Holidays**
In accordance with company regulations

**Refreshed**
November 20th, 2026 04:00

## General Requirements

**Minimum Experience Level**
Over 3 years

**Career Level**
Mid Career

**Minimum English Level**
Business Level

**Minimum Japanese Level**
Fluent Level

**Minimum Education Level**
Bachelor's Degree

**Visa Status**
Permission to work in Japan required

## Job Description

**≪Job Description & Position Highlights≫**

- Responsible for technical support, design implementation support, and quality assurance for industrial connectivity products
- Utilize your technical knowledge to understand customer challenges and propose optimal solutions
- Work at a global technology and manufacturing company, collaborating with sales, engineering, and marketing teams to contribute to market strategy
- Comprehensive benefits package including personalized career planning, training programs, high-quality IT equipment, and full social insurance coverage

**【Job Responsibilities】**
Provide advanced technical support for Sales on customer inquiries, offer application and design-in support to key customers, assist with digital service integration, maintain the technical support database, support customer TechDays, address quality issues in meetings, and gather competitor insights for the GBU.

< Job Responsibilities >

- Serve as second/ third line of support to Sales for technical customer inquiries across all HARTING portfolio (EL/EC/HCS)
- Offer application driven support as well as design-in support to medium to large customers
- Identification of customizing opportunities and hand over to HCS Project Management Team.
- Support Frontline Sales by launching digital services due to integration in support cases.
- Maintain and provide a technical support knowledge database to increase efficiency
- Supports the TechDay with support from KAM/FSE towards large accounts
- Supports quality complaint handling, focusing on product related issues, in line w/ global complaint handling process.
- Collect competitor information based on products and feedback for GBU
- Preparation/creation of product change notifications/product discontinuations based on GBU information
- Continuous competence development of direct colleagues in the Technical Application Consultant by exchanging experiences

< Hierarchy Level >
Professional

< Position Area >
Production Specialist

< Good reasons to get started at HARTING >

- Development opportunities:
  -Individual development and career plan, customized further training
- Fair compensation:
  -With us, you will be appropriately rewarded for your performance and commitment
- Social insurance coverage:
  -Includes pension and health insurance for employees, employment insurance and labor insurance
- Staff insurance coverage
- Good IT equipment:
  -High-quality technical equipment for efficient and comfortable working
- Great colleagues:
  -Our dedicated, creative, and helpful colleagues value open communication, support each other, and collaborate on innovative solutions
- Be a key player:
  -Play an important role within a growing, global, family-owned technology manufacturing company.

**【Employment Type】**
Full-time / Permanent

**【Salary】**
Based on experience and skill level

**【Working Hours】**
In accordance with company regulations

**【Work Location】**
Yokohama, Japan

**【Holidays & Leave】**
In accordance with company regulations

**【Benefits & Welfare】**
In accordance with company regulations

## Required Skills

**【Qualifications】**

- Bachelor's degree in a relevant field (e.g., Engineering, Business, Marketing, or Information Technology), or equivalent professional/specialized training
- Note: Extensive relevant experience and demonstrated expertise may be considered in lieu of a formal degree
- Minimum 3 years of hands-on experience in application engineering or technical sales support
- Strong understanding of industrial connectivity, automation, or related technical markets, including industry trends, standards, and customer applications
- Experience with CRM systems, digital configurators, and online support platforms
- Proficiency in Microsoft Office 365 (Excel, PowerPoint, Word, Teams, and Outlook) for documentation, presentations, and collaboration
- Ability to rapidly develop deep product expertise and translate it into clear customer value
- Customer-oriented and consultative mindset, with the ability to understand customer needs and provide tailored technical solutions
- Ability to develop and execute market-oriented strategies for product positioning and customer engagement within industrial B2B environments

- Ability to collaborate effectively across local and regional cross-functional teams, including Sales, Engineering, and Marketing
- Excellent communication skills in both English and Japanese (verbal and written), able to engage technical and non-technical audiences alike

## Company Description