Sales Engineer | Automotive Parts

Tier 1 Automotive | ¥8M + Bonus | Yokohama

Job Information

Hiring Company
Faurecia Japan KK

Job ID
1618240

Industry
Automobile and Parts

Company Type
International Company

Job Type
Permanent Full-time

Location
Kanagawa Prefecture, Yokohama-shi Hodogaya-ku

Salary
Negotiable, based on experience ~ 8 million yen

Refreshed
November 27th, 2026 10:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

Essential responsibilities and duties

Integrated within the Sales Organization of a given Customer Business Unit (“CBU”), the Sales Engineer is responsible for the Sales development of the assigned portfolio of products, for a delimited perimeter (Program, Serial Life, Acquisitions) within a Division / Region

The main missions of the role are:

▪ Develop the appropriate intimacy with his/her Customer contacts (Purchasing, Engineering, Programs) :
  o Regular visits with preparation and minutes
  o Build relationships with key staff in the client organization

o Monitor the level of customer satsifaction at regular intervals or after each significant step

▪ Prepare the commercial offers to answer on due time to the Customer requests :
o Get a good understanding of the costing files
o Propose and get validated the targeted pricing and the negotiation path / tactics to convince the customer
o Formalize the offer with the appropriate wording
o Understand and apply the guidelines proposed by the hierarchy regarding contractual management

▪ Serial Life :
o Prepare and negotiate the commercial answers to the customer ECRs (“Engineering Changes Requests”)
o Detailed understanding of piece price, tooling and D&D impact
o Follow the Variable Cost Margin of the products
o Prepare anf follow commercial productivity proposals
o Understanding and commercial management of local economics (inflation, exchange rate)
o Understanding and rigourous implementation of the Sales Administration guidelines & processes (purchase orders, invoices, terms of payment, overdues...)
o Commercial management for Spare Parts

▪ Programs :
o Act as Program Sales Leader – Part of the Program core team
o Prepare and negotiate – on a proactive manner – the commercial answers to the customer ECRs
o Understanding of the Program Business Plan and associated commercial levers
o Follow the profitability of the Program

▪ Acquisitions :
o Part of the Acquisition Team
o Understanding of the Business Plan & RFQA
o Preparation and update of the commercial offers following hierarchy’s instructions

▪ Others :
o Coach and train new team members

Max Salary: 8M annual + 6.25% performance bonus.

Required Skills

Qualifications

The ideal candidate will have/be :

- Minimum Education Level: Business Master Degree or Engineering Degree with a willingness to develop a career path in business

Experience :

- More than 5 years experience in sales in an industrial BtB environment

Skills and competencies :

- Fluent in english and if necessary in the Customer language
- Understands client business, products and key competitors
- Strong Microsoft pack office skills (ppt,...) and reporting skills
- Comfortable with financials
- Strong communication and presentation skills, and capacity of empathy
- Business international mindset
- Results orientation, Client orientation, and Team player
- Good analytical skills and Accountability

Company Description