


# Local Technical Sales ? Thermal

## Job Information

**Recruiter**
JAC International Co., Ltd.

**Hiring Company**
Global Leader in Critical Digital Infrastructure and Thermal Man

**Job ID**
1618902

**Industry**
Other

**Job Type**
Permanent Full-time

**Location**
Tokyo - 23 Wards

**Salary**
9 million yen ~ Negotiable, based on experience

**Refreshed**
November 5th, 2026 01:00

## 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

As a Local Technical Sales ? Thermal, you will serve as the technical expert for thermal management solutions in Japan, supporting customers, sales teams, and channel partners with solution design, application engineering, and technical consultancy.

This role combines technical sales, pre-sales engineering, solution design, and customer engagement, providing the opportunity to work on advanced cooling and thermal management solutions for mission-critical facilities and data centers.

■Key Responsibilities
-Provide technical support and application expertise for thermal management solutions.
-Develop technical proposals, system designs, and bill of quantities (BOQ).
-Support product selection, sizing, and engineering design activities.
-Assist sales teams and channel partners in developing customer solutions and winning projects.
-Deliver product training and technical presentations to customers and partners.
-Support factory acceptance testing (FAT), product configuration, and implementation activities.
-Collaborate with regional product teams on product launches, training, and go-to-market initiatives.

-Support consultants, contractors, and end users throughout project lifecycles.

Employee Benefits:
-Competitive compensation package
-Performance-based bonus program
-Annual salary review
-Permanent employment
-Flexible working hours system
-Comprehensive social insurance coverage
-Opportunity to work with advanced data center and thermal management technologies
-International and collaborative working environment
-Professional development and technical training opportunities
-Career growth opportunities within a global infrastructure technology organization
-Smoke-free workplace
-Overtime typically ranging from approximately 20?30 hours per month
-Domestic and regional travel opportunities (approximately 20%)

## Required Skills

-Bachelor's degree in Mechanical Engineering or a related discipline.
-Strong technical knowledge of Thermal Management and HVAC systems.
-Minimum 5 years of experience in Data Center Facilities, HVAC, Thermal Management, Technical Sales, Product Marketing, or related fields.
-Experience providing technical support, solution design, or engineering consultation.
-Strong communication and stakeholder management skills.
-Ability to work effectively with sales teams, channel partners, consultants, and customers.
-Business-level Japanese communication skills (JLPT N2 or above).

## Company Description

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