【外資系メーカー】アプリケーションエンジニア（FAE）｜半導体・精密部品

フィールドエンジニア経験を活かし、顧客との技術折衝や課題解決に携わりませんか

Job Information

Recruiter
Morgan McKinley

Job ID
1620944

Industry
Bank, Trust Bank

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

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General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

精密部品を手がける外資系メーカーにて、半導体などの先端製造装置向けに、顧客の技術課題解決や製品導入・評価を支援するアプリケーションエンジニア（FAE）のポジションです。

製品開発や技術提案にも携わりながら、海外の専門家と協働し、幅広い技術経験を積めます。

ハイブリッド勤務OK。

フィールドエンジニアとしての経験を活かし、顧客との技術折衝や課題解決を通じて専門性を高めたい方におすすめです。

主な職務内容

- 顧客の装置・製造プロセス・技術ロードマップを深く理解し、現在および将来のアプリケーションニーズを特定
- 顧客や社内のエンジニアリングチームと連携し、新製品やカスタマイズソリューションの仕様を策定

- 新製品の導入を主導し、顧客拠点での評価試験を調整（クリーンルーム環境での部品テストを含む）
- 製品スペシャリストと連携して複雑なアプリケーション上の課題を解決し、顧客からの質問に明確かつ正確に回答
- 営業チームと協力し、技術提案や顧客との交渉を支援するとともに、顧客装置への自社製品の採用を推進
- 顧客からのフィードバックや競合情報を分析し、製品開発やアカウント戦略に反映するための提案を実施

Join a **global precision components manufacturer** as a **Field Application Engineer (FAE)** , helping customers develop advanced manufacturing equipment through practical engineering solutions and technical consultation.

Based in Tokyo, this permanent opportunity combines **application engineering, customer-facing technical support, product development collaboration and technical business development** within a highly specialised manufacturing environment.

You will work closely with equipment manufacturers and device producers to understand their technical requirements, manufacturing processes and future technology roadmaps. By translating complex application challenges into effective engineering recommendations, you will help customers select technologies that support their next generation of equipment.

A key part of the role involves **defining product specifications, introducing new components and coordinating on-site evaluations**, including component testing in cleanroom environments where required.

You will also partner with **sales teams, product specialists and international engineering colleagues** to resolve technical issues, prepare customer proposals and support product selection decisions.

Beyond individual customer projects, you will gather **technical feedback, competitive intelligence and emerging application requirements**, helping guide product development priorities and customer account strategies.

This position offers a **hybrid working arrangement in Tokyo** , with opportunities to visit customer facilities. It is particularly attractive to experienced **Field Application Engineers, Field Engineers, Technical Sales Engineers or Application Specialists** looking to combine hands-on engineering expertise with commercial influence.

Key Responsibilities

- Develop a detailed understanding of **customer equipment, manufacturing processes and technology roadmaps** to identify current and future application requirements.
- Translate complex customer challenges into **practical engineering solutions and technical recommendations** for advanced manufacturing applications.
- Define **new product specifications and customised component solutions** in collaboration with customers and internal engineering teams.
- Lead **new product introductions**, ensuring customers understand technical capabilities, application suitability and implementation requirements.
- Coordinate and support **customer-site evaluations, component testing and technical validation** , including activities conducted in cleanroom environments.
- Investigate and resolve **complex application issues** in partnership with product specialists and engineering teams.
- Provide clear, accurate and timely **technical responses to customer questions**, supporting confident technology selection.
- Collaborate with **sales teams on technical proposals, customer negotiations and product selection opportunities** for manufacturing equipment.
- Collect and analyse **customer feedback, application trends and competitive insights** to support product development and account planning.
- Coordinate with **international engineering, product management and sales teams** to progress customer projects and identify new technical business opportunities.

Required Skills

必須条件 経験・資格：

- 機械工学や関連分野の学士号、または同等の資格・経験
- フィールドエンジニアとしての実務経験 5年以上
- 技術的な内容を分かりやすく説明し、顧客の意思決定を助けた経験
- アプリケーション上の課題を分析し、実用的な改善策を提案した実績
- 多文化環境の組織での勤務経験

ソフトスキル：

- 複数のプロジェクトや優先事項を効率的に管理する能力
- 顧客、営業担当者、エンジニアリングの専門家と協力して業務を進める姿勢
- 顧客の新たなニーズをいち早く捉え、技術的な対話をビジネス機会につなげる主体性

語学力:

- **日本語：**ネイティブレベル
- **英語：**ビジネスレベル（読み書き・会話）

歓迎条件

- 半導体・ディスプレイ・真空技術に関するアプリケーションや製造プロセスの知識

- クリーンルーム環境での実務経験
- 工学系または関連分野の修士号・博士号

採用企業について
外資系メーカー。

高度な製造環境向けの精密部品を提供するグローバルメーカーです。

エンジニアリング部門は、製造装置メーカーやデバイスメーカーと密接に連携し、技術的な課題の解決、製品の最適化、進化する製造プロセスの要件への対応を支援しています。

この求人がおすすめの理由
- 先端製造装置向けの技術ソリューションを形にし、自身の提案が顧客の装置設計に反映されるやりがい
- アプリケーションエンジニアリング、製品開発、技術営業にまたがる幅広い経験を積める
- 海外の専門家と協働し、グローバルなエンジニアリングネットワークに参加できる
- 顧客拠点での実機評価と、将来の技術要件に関する戦略的な議論の両方に携われる
- ハイブリッド勤務OK
- 顧客拠点への訪問を通じて現場経験も積める
- 専門性の向上と個人の成長を支援する研修プログラムを利用できる
- 多様な視点を尊重し、平等な機会を大切にする職場環境

Required Skills and Qualifications **Experience:**
- **Bachelor's degree in Mechanical Engineering** , or an equivalent engineering qualification.
- **At least 5 years of professional field engineering experience** , ideally involving customer-facing technical support or application engineering.
- Demonstrated ability to understand **customer equipment, manufacturing processes and technical requirements** and translate them into practical solutions.
- Experience supporting **technical evaluations, engineering problem-solving or product application discussions** with customers.
- Previous experience working within a **multicultural organisation** and collaborating with international colleagues.
- Ability to work effectively across functions within a **matrix organisation**, coordinating with engineering, sales and product teams.
- Experience managing **technical customer relationships and multiple engineering projects** with competing priorities.

Soft Skills:
- Excellent **technical communication and presentation skills**, with the ability to explain engineering solutions and influence customer decisions.
- Strong **analytical thinking, troubleshooting and problem-solving abilities** to investigate application challenges and recommend improvements.
- Effective **project management and prioritisation skills** in a customer-facing engineering environment.
- Collaborative approach to working with **customers, sales colleagues, product specialists and international engineering teams**.
- Commercial awareness and the ability to recognise **emerging customer requirements and technical business opportunities**.
- Proactive, adaptable and results-oriented mindset, with the ability to take ownership of technical challenges.

Language Requirements:
- **Japanese:** Native-level proficiency, required for customer discussions, technical consultations and communication with manufacturing partners in Japan.
- **English:** Business-level proficiency in both written and spoken communication, required for collaboration with international engineering and commercial teams.

Preferred Skills & Qualifications
- Knowledge of **semiconductor manufacturing equipment, semiconductor applications or device production processes**.
- Experience with **display manufacturing technologies** or related precision manufacturing applications.
- Understanding of **vacuum technology, vacuum components or vacuum-based manufacturing processes** .
- Practical experience conducting **component testing or engineering evaluations in cleanroom environments** .
- **Master's degree or PhD in Engineering** , or an equivalent advanced technical qualification.
- Experience contributing to **new product development, customised engineering solutions or technical pre-sales activities**.

About the Company
Our client is a **global manufacturer of precision components** designed for demanding and technologically advanced manufacturing environments.

The organisation supports equipment manufacturers and device producers by providing specialised components and engineering expertise that address complex application requirements.

Its engineering teams work closely with customers to **solve technical challenges, adapt product specifications and support evolving manufacturing processes**.

The company's international operating environment encourages collaboration between **application engineering, product development, technical specialists and commercial teams**, enabling customer requirements to influence practical engineering solutions.

As manufacturing technologies continue to evolve, the business focuses on understanding customers' future equipment requirements and delivering solutions that support innovation and operational performance.

This opportunity offers experienced engineers the chance to contribute to **advanced manufacturing applications**, develop

customer-facing technical expertise and collaborate with a wider international engineering network.

Why You'll Love Working Here

- Join a **global precision components manufacturer** supporting advanced manufacturing equipment and technologies.
- Influence **customer equipment designs and product specifications** through practical engineering recommendations.
- Build valuable expertise across **field application engineering, product development and technical business development**.
- Collaborate with **international engineering specialists, product managers and sales teams** .
- Combine **hands-on customer-site evaluations** with strategic discussions about future manufacturing technology requirements.
- Enjoy a **hybrid working arrangement in Tokyo** , with opportunities to visit customer facilities.
- Benefit from **flexitime, remote working options and a working environment with minimal overtime** .
- Access **training programmes and professional development opportunities** to strengthen your technical and commercial capabilities.
- Work on complex application challenges involving **precision components and advanced manufacturing processes**.
- Join an organisation that values **diverse perspectives, international collaboration and equal opportunities** .

Company Description

Morgan McKinleyは国際的な人材コンサルティング会社として、さまざまな業界・分野をリードする採用企業様と、スペシャリストとしてのスキルを有する人材とを結びつけるお手伝いをしています。1988年の創立以来、Morgan McKinleyの名は、「卓越した質のサービス」「市場知識の豊富さ」「No.1企業であり続けようとする強い意志」、そして何よりも「実績」を体現する会社として知られています。

リクルーティング スペシャリストである弊社コンサルタントまでお気軽にお問い合わせください。