【外資系メーカー】技術営業｜エンジニア出身者も歓迎

リモートワーク可

Job Information

Recruiter
Morgan McKinley

Job ID
1621657

Industry
Bank, Trust Bank

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
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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

専門性の高いテクノロジー製品を扱う外資系メーカーにて、法人顧客への製品提案から新規開拓、海外生産拠点との納期調整まで幅広く担う技術営業職を募集しています。

顧客の技術的なニーズを理解し、社内の技術チームと連携しながら最適な製品を提案するポジションです。

海外拠点との連携も多く、英語力を活かしながらグローバルなビジネス経験を積めます。

法人営業経験を活かして技術分野へ専門性を広げたい方はもちろん、エンジニアとしての経験を活かし、営業・ビジネス開発へキャリアチェンジしたい方にもおすすめです。

主な職務内容

- **新規顧客の開拓** 問い合わせ対応、顧客リサーチ、積極的なアプローチを通じた新規ビジネスの開拓

- **顧客ニーズの把握・製品提案** 顧客の要求や課題を把握し、技術担当者と連携した最適な製品・ソリューションの提案
- **見積・価格管理** 見積書の作成、価格情報の管理および売上予測の作成・提出
- **顧客・案件管理** CRMを活用した顧客情報・商談進捗の管理、および訪問・電話・メールによる問い合わせ対応
- **海外生産拠点との納期調整** 納品スケジュールの管理、納期短縮や優先出荷に関する調整・交渉
- **営業関連書類・コンプライアンス対応** 環境規制への適合情報、製品試験報告書、購買契約書、秘密保持契約書（NDA）など、顧客から求められる各種書類の準備・調整
- **社内外の関係者との連携** 技術部門、生産部門、販売代理店、チャネルパートナー、営業管理部門と協働し、顧客課題の解決と事業拡大を推進すること

Are you an experienced **B2B Sales professional** looking to advance your career in Japan's electronics, semiconductor, or industrial technology sector?

An international supplier of specialized industrial technology products is seeking a **Technical Account Sales Specialist** to join its Tokyo team.

In this role, you will combine **technical sales, new business development, key account management, and customer relationship management** to support industrial customers across Japan.

You will act as a bridge between customers and internal engineering, sales operations, and overseas production teams, ensuring that customer requirements are understood and appropriate product solutions are delivered.

From initial customer inquiries and technical consultations to quotations, delivery coordination, and ongoing account development, you will manage a broad range of commercial activities.

This opportunity is ideal for professionals with **B2B sales experience in manufacturing, electronics, semiconductors, or industrial products**, as well as technically minded candidates interested in developing a career in sales.

With **hybrid or remote working arrangements, flexible hours, and international collaboration** , the position offers an opportunity to develop both commercial and technical expertise.

Key Responsibilities

- **New Business Development:** Identify and develop new B2B sales opportunities through inbound customer inquiries, market and account research, and proactive outreach to prospective customers.
- **Technical Sales & Product Consultation:** Understand customer requirements and collaborate with technical specialists to recommend suitable industrial technology products and solutions.
- **Quotation & Pricing Management:** Prepare accurate sales quotations, maintain pricing information, and provide reliable customer sales forecasts.
- **Key Account Management:** Build and maintain long-term customer relationships, manage sales opportunities in CRM systems, and respond to inquiries through customer visits, telephone calls, and email.
- **International Production & Delivery Coordination:** Work closely with overseas production teams to manage delivery schedules, address supply requirements, and negotiate expedited deliveries when necessary.
- **Sales Documentation & Compliance Support:** Coordinate customer documentation requests, including environmental compliance information, product testing reports, purchasing agreements, and non-disclosure agreements (NDAs).
- **Cross-Functional Collaboration:** Partner with engineering, production, distributors, channel partners, and sales operations teams to resolve customer issues and support business growth.

Required Skills

必須条件 経験・資格：

- **法人営業**、BtoB営業の実務経験
- 顧客との長期的な信頼関係を構築・維持した実績
- ※エンジニア経験が5年程度あり、営業職へのキャリアチェンジに関心のある方も歓迎します

ソフトスキル：
- **傾聴力・コミュニケーション能力** 顧客のニーズや優先事項を的確に把握し、最適な提案につなげる能力
- **タスク管理・調整力** 複数の見積依頼、問い合わせ、納期調整などを効率的に管理する能力
- **チームワーク** 顧客、海外拠点、代理店など多様な関係者と連携し、円滑に業務を進める能力
- **問題解決力** 顧客の課題や納期上の問題に対し、適切な解決策を導き、合意形成を図る能力

語学力：
- **日本語：** ネイティブレベル
- **英語：** ビジネスレベル（海外チームとのやりとりができること。**TOEIC 600点以上**目安）

歓迎条件
- 半導体業界、または関連する技術分野の業界経験
- 技術的な内容を含む顧客との商談や、提案書の作成・提案経験
- 技術サポート、カスタマーエンジニアなど、顧客対応を伴う技術職の経験

採用企業について
産業分野の顧客に向けて、専門性の高いテクノロジー製品を提供するグローバル企業です。

海外の生産拠点や販売ネットワークを活用し、技術的な専門知識と迅速な顧客サポートを組み合わせることで、顧客の多様なニーズや高度な要求に応えています。

技術・営業・海外拠点が連携する国際的な事業環境が特徴です。

この求人がおすすめの理由

- **技術と営業の両方の専門性を高められる** 顧客への提案活動を通じて、技術知識と営業スキルの両方を磨ける
- **グローバルな環境で働ける** 海外生産拠点と日常的に連携し、国際的なビジネス経験を積める
- **幅広い営業経験を積める** 新規開拓、既存顧客管理、技術的な提案、納期調整まで幅広く携われる
- **エンジニアから営業へのキャリアチェンジも可能** これまでの技術経験を活かし、顧客との関係構築やビジネス開発に挑戦できる
- **柔軟な働き方** ハイブリッド勤務やリモートワークに対応
- **研修・成長支援制度あり** 専門性やビジネススキルの向上を支援する研修プログラムを利用できる
- **多様性を尊重する職場環境** 多様な価値観やバックグラウンドを尊重し、公平な機会を提供する職場環境

Required Skills and Qualifications**Experience:**

- Practical experience in **B2B sales**, ideally involving industrial products, manufacturing, electronics, or technical solutions.
- Demonstrated ability to **establish, develop, and maintain long-term customer relationships**.
- Experience understanding customer needs, coordinating sales activities, and supporting commercial negotiations.
- Ability to manage customer inquiries, quotations, account information, and sales opportunities in an organized manner.

Soft Skills:

- Strong listening and communication skills to understand customer priorities and explain suitable product options.
- Excellent organizational and time management abilities to handle multiple quotations, customer inquiries, and delivery requests.
- Collaborative approach to working with customers, overseas production teams, distributors, and channel partners.
- Practical problem-solving and negotiation skills to resolve customer concerns and delivery challenges.
- High attention to detail when preparing commercial documentation, maintaining CRM records, and coordinating customer requirements.
- Proactive, customer-focused mindset with a commitment to developing long-term business relationships.

Language Requirements:

- **Japanese:** Native-level communication skills for customer relationship management, business negotiations, and domestic sales activities.
- **English:** Working-level proficiency for international communication, approximately **TOEIC 600 or above**.

Preferred Skills & Qualifications

- Experience in the **semiconductor industry, electronics manufacturing, or another technical industrial sector**.
- Ability to participate in technical discussions and develop product recommendations or customer proposals.
- Previous experience in **technical support, field application engineering, sales engineering, or another customer-facing engineering role**.
- An engineering background, including approximately **five years of technical experience**, with an interest in transitioning into B2B technical sales.
- Familiarity with industrial product sales, distributors, channel partners, or international manufacturing operations.

About the Company
Our client is an international supplier of **specialized technology products for industrial customers**, supported by a global production and commercial network.

The organization combines technical product expertise, responsive customer support, and coordinated international manufacturing operations to help customers meet demanding operational requirements.

Its teams work closely across engineering, production, and sales functions to provide practical solutions and reliable service to customers.

This position offers an opportunity to build expertise in **technical account management, industrial B2B sales, electronics-related products, and international supply coordination**.

For professionals seeking a role that combines customer relationship management with technical problem-solving, the company provides a collaborative and internationally connected working environment.

Why You'll Love Working Here

- **Technical & Commercial Career Development:** Build long-term customer relationships while strengthening your expertise in technical products, B2B sales, and account management.
- **International Exposure:** Collaborate regularly with overseas production teams and international business stakeholders.
- **Varied Responsibilities:** Gain experience across new business development, technical consultations, account management, commercial coordination, and customer problem-solving.
- **Hybrid & Remote Working:** Benefit from flexible hybrid or remote working arrangements, with customer visits and business travel as required.
- **Flexible Working Hours:** Enjoy flextime arrangements and a working environment with minimal overtime.
- **Professional Training:** Access training programs designed to support professional skills development and personal growth.
- **Inclusive Workplace:** Join an organization that values diverse perspectives and promotes equal opportunities.
- **Customer-Focused Impact:** Help industrial customers find suitable technical solutions while supporting their long-term business requirements.

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。