【外資系自動車部品メーカー】技術営業・事業開発リーダー候補｜年収1,700万円〜

プリセールス・技術営業・事業開発の経験を活かし、将来の経営幹部を目指しませんか。

Job Information

Recruiter
Morgan McKinley

Job ID
1621965

Industry
Bank, Trust Bank

Job Type
Permanent Full-time

Location
Kanagawa Prefecture

Salary
Negotiable, based on experience

Refreshed
November 11th, 2026 21:01

General Requirements

Minimum Experience Level
Over 6 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

プリセールス・技術営業・事業開発の経験を活かし、将来の経営幹部を目指せるポジションです。

外資系大手自動車部品メーカーにて、国内OEMへの技術提案や新規ビジネスの獲得、事業戦略の推進をリードします。米国・欧州・APACの経営陣とも直接連携し、グローバルな視点で事業開発・技術戦略に携われます。

年齢や勤続年数にとらわれず、成果や実力を重視する環境で、さらなるキャリアアップを目指せます。

想定年収：基本給1,700万円〜（ボーナス別）

主な職務内容

- 国内大手自動車OEMに対し、戦略的な技術提案や顧客対応、経営層との協議を行う。
- 市場動向や競合情報を踏まえた製品・顧客戦略を立案・実行する。

- 米国・インドをはじめとする海外のエンジニアリングチームと連携する。
- 新たな車載技術分野における技術ロードマップの策定や商談推進を主導する。
- 技術採用（Design-in）や新規プログラム獲得に向けた戦略を推進する。
- システムに関する専門知識を活かし、技術統合の課題を解決しながら、プログラムの立ち上げから完了までを支援する。

Are you an experienced **Automotive Technical Sales Engineer, Pre-Sales Technical Lead, or Automotive Electronics Specialist** looking to advance your career in Japan's automotive technology industry?

A leading **global automotive technology and Tier-1 supplier organization** is seeking an **Automotive Pre-Sales Technical Lead** to drive technical customer engagement, business development, and new program acquisition with major Japanese automotive manufacturers (OEMs).

Based in **Yokohama, Kanagawa**, this senior-level opportunity combines **automotive electronics engineering, technical pre-sales, customer strategy, and commercial program development**.

You will act as a key technical and commercial bridge between Japanese automotive OEM customers and international engineering teams, supporting the development and adoption of **next-generation digital cockpit systems, automotive displays, electronic control units (ECUs), and connected vehicle technologies**.

The role involves leading technical pre-sales roadmaps, identifying new business opportunities, developing customer engagement strategies, and supporting the successful integration of advanced automotive electronic systems into future vehicle platforms.

Working closely with engineering and product development teams across **the United States, India, and other global development centers**, you will help align customer requirements with technology capabilities and commercial objectives.

This is a **leadership-track position** offering direct exposure to global executive management and opportunities to progress into senior leadership roles in **automotive business development, technical strategy, and commercial management**.

The ideal candidate will bring a strong technical foundation in automotive electronics, experience working with **Japanese automotive OEMs or Tier-1 suppliers**, and the ability to translate complex engineering solutions into compelling business opportunities.

Key Responsibilities

- **Automotive Technical Pre-Sales Leadership:** Lead customer-facing technical pre-sales activities for major Japanese automotive OEMs, supporting new business opportunities and strategic program acquisition.
- **Japanese OEM Customer Engagement:** Build strong technical relationships with automotive manufacturers in Japan, participating in strategic discussions, technical reviews, and executive-level customer meetings.
- **Technical Sales & Business Development Strategy:** Develop and execute product positioning and customer engagement strategies aligned with market trends, customer requirements, and competitive intelligence.
- **Automotive Electronics Technology Roadmaps:** Lead pre-sales technology roadmaps for next-generation vehicle electronics, including digital cockpit systems, automotive displays, and integrated electronic architectures.
- **Design-In & Program Acquisition:** Drive technical design-in activities to secure new automotive programs and expand the company's presence within Japanese OEM platforms.
- **Cross-Border Engineering Collaboration:** Coordinate with international engineering and product development teams across **the United States, India, and global technology centers** to align technical solutions with customer expectations.
- **Customer Requirements & Technical Solutions:** Analyze OEM technical specifications and translate customer requirements into feasible engineering solutions and commercial proposals.
- **Automotive Systems Integration:** Apply technical knowledge of automotive electronic systems to identify and resolve integration challenges during customer engagement and program development.
- **Commercial Program Pursuits:** Support strategic program acquisition activities by aligning technical capabilities, customer requirements, and commercial objectives.
- **Market & Competitor Analysis:** Monitor automotive technology developments, market trends, and competitor activities to identify emerging opportunities and strengthen customer engagement strategies.
- **Executive Stakeholder Communication:** Present technical solutions, product capabilities, and business opportunities to senior customer stakeholders and global company leadership.
- **End-to-End Program Support:** Collaborate with engineering and commercial teams throughout program development and delivery to support successful implementation of automotive electronics solutions.

Required Skills

必須条件 経験・資格：

- コンピュータ工学、電子工学、または関連する技術分野の学士号
- 自動車業界、特にTier 1サプライヤーでの**エンジニアリング**または**技術職**の実務経験
- **デジタルコックピット**、**ディスプレイ**、**電子制御ユニット（ECU）**など、自動車電子システムに関する知識
- 顧客対応を伴う技術職、提案活動、または商談・価格交渉の経験

ソフトスキル：

- 複雑な自動車業界の課題に対応できる論理的思考力と分析力
- 変化の速い環境でも主体的に業務を推進できる自律性
- 先進技術の価値を顧客に分かりやすく伝えられるコミュニケーション能力

語学力：
- **日本語：** 流暢
- **英語：** ビジネスレベル以上（海外チームとの連携必須）

歓迎条件
- 技術営業、事業開発、または顧客対応を伴うシステムエンジニアリングの経験
- デジタルメーター（DCI）、車載インフォテインメント（IVI）、車載ディスプレイ、統合コックピットに関する知識・経験
- 国内自動車OEMとの商談や技術調整の経験
- 自動車業界のRFQ（見積依頼）対応、コスト算出、提案内容の説明・交渉経験
- 海外の開発チームと連携した製品開発の経験

採用企業について
大手外資系自動車部品メーカー。

デジタルコックピット、統合ディスプレイ、コネクテッドカー向け技術を手掛ける、世界有数のモビリティテクノロジー企業です。

世界各国の自動車メーカーと連携し、長年培った自動車システムの専門知識と革新的な技術を活かして、SDV（ソフトウェア・ディファインド・ビークル）向けの先進ソリューションを提供しています。

この求人がおすすめの理由
- **将来の経営幹部育成プログラム：** 事業開発や技術戦略の経験を積み、将来のリーダー・経営幹部を目指せる環境です。
- **海外の経営陣と直接連携：** 米国・欧州・APAC地域の経営陣と協働し、グローバルな視点と経験を身につけられます。
- **実力・成果を重視する社風：** 年齢や勤続年数に関係なく、成果や実力を正当に評価。スピード感を持って新しいことに挑戦できます。
- **高水準の給与待遇：** 基本給1,700万円〜。経験・スキルを考慮して決定します（ボーナス別）。

Required Skills and Qualifications**Experience:**
- **Bachelor's degree in Computer Engineering, Electronics Engineering, or a related technical discipline** .
- Proven engineering or technical experience within the **automotive industry**, particularly in a **Tier-1 automotive supplier environment**.
- Strong technical understanding of **automotive electronic systems**, including digital cockpits, automotive displays, and electronic control units (ECUs).
- Experience in customer-facing technical roles involving automotive engineering, technical proposals, product presentations, or commercial negotiations.
- Ability to understand complex automotive systems and communicate technical solutions to customers and internal stakeholders.
- Experience collaborating with engineering, product development, or commercial teams to support customer requirements and technical program execution.
- Understanding of automotive product development processes and the technical considerations involved in integrating electronic systems into vehicle platforms.
- Ability to contribute to **technical pre-sales strategies, customer engagement, and automotive program acquisition**.

Soft Skills:
- Strong **analytical thinking and logical problem-solving skills**, with the ability to address complex technical and commercial challenges.
- Excellent communication and presentation skills for explaining advanced automotive technologies to engineering teams, customers, and senior management.
- Ability to translate technical capabilities into **clear commercial value propositions** that support customer decision-making.
- High level of personal ownership, accountability, and self-direction.
- Ability to work independently and make decisions in a fast-paced, international business environment.
- Strong stakeholder management skills when working with Japanese OEM customers and global engineering teams.
- Proactive and results-oriented approach to business development, technical engagement, and problem-solving.
- Adaptability and willingness to work across different technical disciplines, business functions, and international teams.
- Strong interest in **automotive innovation, next-generation vehicle electronics, and technology-driven business growth**.

Language Requirements:
- **Japanese:** Fluent proficiency for technical discussions, commercial negotiations, and relationship management with Japanese automotive OEM customers.
- **English:** Business-level proficiency or above for communication with international engineering teams, global product development centers, and senior management.
- **Bilingual Japanese-English communication skills are required** to coordinate effectively between domestic automotive customers and international stakeholders.

Preferred Skills & Qualifications
- Experience in **automotive technical sales, pre-sales engineering, business development, or customer-facing systems engineering**.
- Technical expertise in **Digital Cluster Instruments (DCI), In-Vehicle Infotainment (IVI), automotive displays, or integrated digital cockpit architectures**.
- Direct experience managing technical and commercial relationships with **Japanese automotive OEMs (JOEMs)**.
- Familiarity with **automotive Request for Quotation (RFQ) processes**, cost modeling, commercial proposals, and technical proposal presentations.
- Experience supporting **automotive design-in activities, new program acquisition, or product commercialization** .
- Knowledge of connected vehicle technologies, advanced automotive electronic architectures, or software-defined vehicle platforms.
- Experience collaborating with distributed international engineering and product development teams.
- Exposure to automotive customer strategy, competitor analysis, and market-driven product positioning.

- Ability to work effectively with engineering and commercial stakeholders across **Japan, the United States, Europe, and Asia-Pacific**.
- Interest in progressing toward senior leadership positions in **automotive technical strategy, business development, or commercial management**.

About the Company
Our client is a **multi-billion-dollar global automotive and mobility technology company** specializing in advanced vehicle electronics and next-generation automotive technology solutions.

The organization develops innovative technologies across **digital cockpit electronics, integrated automotive display systems, connected vehicle platforms, and software-defined vehicle architectures**.

Working with leading automotive manufacturers worldwide, the company combines decades of automotive engineering expertise with an agile, innovation-driven approach to product development.

Its solutions support the transformation of modern vehicle interiors and electronic systems, helping automotive manufacturers deliver increasingly connected, intelligent, and digitally integrated driving experiences.

The company's global engineering and development network spans **the United States, India, Europe, and Asia-Pacific**, enabling close collaboration between technical specialists, product development teams, and automotive OEM customers.

In Japan, the organization works with major domestic automotive manufacturers to develop new business opportunities, support advanced electronic systems integration, and secure strategic automotive programs.

The company promotes a **performance-driven, meritocratic culture** that values individual contribution, technical expertise, commercial impact, and rapid decision-making.

For ambitious professionals seeking to combine **automotive engineering expertise with technical sales, strategic business development, and leadership**, this opportunity provides an attractive platform for long-term career advancement.

Why You'll Love Working Here
- **Highly Competitive Compensation:** Earn **¥17 million-¥20 million annually** in a permanent senior automotive technology position in Yokohama.
- **Leadership-Track Career Opportunity:** Join a role specifically designed to develop future executive leaders in **automotive business development and technical strategy**.
- **Global Automotive Technology Leader:** Work for a multi-billion-dollar mobility technology organization developing advanced solutions for next-generation vehicles.
- **Major Japanese OEM Exposure:** Engage directly with leading Japanese automotive manufacturers on strategic technology programs and new business opportunities.
- **Next-Generation Automotive Electronics:** Work with technologies including **digital cockpit systems, automotive displays, ECUs, connected vehicle platforms, and software-defined vehicle architectures**.
- **Technical & Commercial Leadership:** Combine your engineering expertise with strategic customer engagement, technical pre-sales, and automotive program acquisition.
- **Direct Global Executive Exposure:** Collaborate regularly with senior executives and leadership teams across **the United States, Europe, and Asia-Pacific**.
- **International Engineering Collaboration:** Work closely with technical teams in **Japan, the United States, India, and other global development centers**.
- **High-Impact Business Development:** Influence technical design-in decisions, customer strategies, and new automotive program opportunities.
- **Performance-Based Career Progression:** Thrive in a **meritocratic environment** where professional growth is driven by individual impact and results rather than tenure.
- **Agile & Entrepreneurial Culture:** Work in a fast-moving organization that prioritizes innovation, speed, and practical decision-making over unnecessary bureaucracy.
- **Professional Growth & Leadership Development:** Strengthen your expertise in automotive electronics, technical strategy, global stakeholder management, and commercial program development.
- **Strategic Location in Yokohama:** Build your career in one of Japan's major automotive and engineering business hubs, with access to domestic OEM customers and international technology teams.

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。