

Technical Sales & Business/ Development Manager

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
商用輸送分野向け鍛造アルミホイールの製造・輸入・販売メーカー

Job ID
1623047

Industry
Other

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
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

The Technical Sales & Business Development Manager is responsible for accelerating the growth of Howmet Fastening Systems' industrial products business in Japan and Korea by developing new customers, markets, and applications. This is a hands-on, individual-contributor hunter role rather than a position focused mainly on maintaining established accounts.
The role identifies customer challenges in joining, assembly, and manufacturing and develops technical and commercial solutions using Huck lockbolts, structural blind fasteners, Camloc, KEENSERTS, installation tools, and other HFS products.
The position works directly with OEMs, EPCs, engineering and design companies, fabricators, contractors, distributors, and end users, and owns opportunities from prospecting and technical evaluation through specification, quotation, negotiation, and production launch. Close coordination with factories and global sales, engineering, quality, and supply chain teams is required.

Key Responsibilities:
1. New Business and Market Development
Create and execute territory and account development plans for Japan and Korea.
Research and prioritize target markets, applications, accounts, and decision makers.
Generate opportunities through direct outreach, customer visits, referrals, exhibitions, industry networks, and distributor

collaboration.
Build relationships with design, product development, manufacturing, production engineering, quality, maintenance, project management, and purchasing teams.
Maintain a qualified pipeline with clear next actions and timing for each opportunity.

2. Technical and Application Development
Understand current joining methods, drawings, materials, plate thicknesses, loads, access conditions, production processes, and customer requirements.
Identify applications where welding, conventional bolting, or other joining methods can be reduced, replaced, or improved, where technically appropriate.
Develop value proposals based on productivity, quality, safety, labor availability, inspection, maintenance, and total installed cost.
Select appropriate fasteners and tools, and coordinate samples, calculations, testing, and validation.
Drive design-in and specification activities with OEMs, EPCs, design firms, engineering companies, and end users.
3. Customer Demonstrations and Field Support
Prepare and conduct product demonstrations, sample installations, and customer trials at factories and project sites.
Set up installation tools and nose assemblies, verify installation conditions, and provide basic maintenance and first-line troubleshooting.
Train customers and distributors on correct installation, inspection, and basic tool care.
Work safely and maintain demonstration tools, samples, and related equipment in good condition.
4. Global and Cross-functional Collaboration
Communicate directly in English with overseas factories and global sales, engineering, quality, operations, and supply chain teams.
Translate customer requirements into clear technical and commercial requests for global teams.
Coordinate technical data, product recommendations, samples, testing, quotations, delivery information, quality investigations, and corrective actions.
Retain end-to-end ownership through completion, including follow-up and final customer communication, even when specific actions are assigned to others.
5. Commercial and Pipeline Management
Prepare quotations and negotiate pricing, commercial terms, and project conditions.
Evaluate opportunities based on revenue, margin, technical feasibility, timing, resource requirements, and business risk.
Provide reliable forecasts and maintain accurate customer, opportunity, and activity records in company systems.
Monitor market trends, competitor activity, and customer needs, and share relevant information internally.

Required Qualifications and Skills:
Technical background in mechanical, materials, structural, manufacturing, welding, or a related field, through a university degree, technical college qualification, or equivalent practical experience.
Experience in technical B2B sales, business development, application engineering, or a related industrial role.
Proven personal record of winning new customers, applications, projects, or specifications.
Ability to read drawings and discuss products, joining methods, and manufacturing processes with customer engineers.
Business-level spoken and written English, including direct communication with overseas factories in meetings and by email.
Native or business-fluent Japanese communication skills.
Willingness and ability to conduct hands-on demonstrations, tool setup, basic maintenance, and first-line troubleshooting.
Ability to work safely at customer factories, workshops, and project sites.
Availability for frequent travel within Japan and occasional travel to Korea and other countries.
Valid Japanese driver’s license.
Strong self-starter mindset, ownership, persistence, planning, follow-up, and problem-solving ability.

Employee Benefits:
Health Insurance：
Employees' Pension：
Employment Insurance：
Industrial Injury Insurance：

Required Skills

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Key Competencies:
New-business hunter mindset and strong customer prospecting ability.
Technical curiosity and ability to learn new products and applications quickly.
Practical, hands-on approach and comfort working in industrial environments.
Persistence through long evaluation and approval processes.
Clear communication with both shop-floor personnel and senior decision makers.
Strong ownership and ability to work effectively in a small, lean organization.
Global collaboration, commercial awareness, and disciplined opportunity management.

Preferred Qualifications:

Experience with industrial fasteners, joining technology, welding, adhesives, industrial tools, assembly equipment, metal fabrication, or engineered components.
Experience in design-in, specification sales, EPC sales, project sales, or long technical approval cycles.
Experience in commercial vehicles, rail, heavy or construction equipment, material handling, renewable energy, infrastructure, industrial plants, or steel structures.
Experience working with overseas factories in a global manufacturing company.
Experience developing business through distributors while maintaining direct contact with end users.

Company Description

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国 (また2011 年には香港・韓国にも拠点を新設予定) でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人 材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコ ンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさら に的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介いたします。

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We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC’s unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

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