Technical Sales Representative, Motion Control

Grow OEM and distributor accounts

Job Information

Recruiter
Cornerstone Recruitment Japan K.K.

Job ID
1623247

Industry
Machinery

Job Type
Permanent Full-time

Location
Kanagawa Prefecture

Salary
Negotiable, based on experience

Refreshed
November 16th, 2026 15:55

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
High-School

Visa Status
Permission to work in Japan required

Job Description

Location Zama, Kanagawa, Japan

Job Type Permanent full-time

Work Style On-site

Industry Industrial components and motion control

Experience 5+ years in B2B technical sales

Japanese Suitable for customer-facing sales

English Business level

Grow sales of engineered motion-control, shock-absorption and vibration-isolation products across Japan. You will develop OEM accounts and distributor relationships, then work with global engineering teams to match technical solutions to customer needs.

Responsibilities

- Develop sales plans for the territory, win new customers and expand existing OEM accounts.
- Manage distributors and channel partners, and meet sales, revenue and order intake targets.
- Gather technical requirements and work with overseas engineers on product selections, proposals and quotations.
- Present solutions to customers, conduct regular site visits and account reviews, and track market and competitor developments.

Apply through CareerCross.

Required Skills

Required Qualifications

- At least five years of B2B technical sales experience in motion control, shock absorption, damping systems, industrial components or related products.
- Experience managing distributors or channel partners and working with OEM development and procurement teams. A record of meeting sales targets.
- Ability to interpret technical drawings, explain engineering requirements, negotiate and present to customers.
- Business-level spoken and written English, Japanese suited to customer-facing sales, and willingness to travel across Japan.

Preferred Qualifications

- Mechanical engineering degree or equivalent technical background. Relevant industrial sales experience in a mechanical engineering environment is also valued.
- Experience in automation, robotics, hydraulics, pneumatics, linear motion, industrial machinery or semiconductor equipment.

Company Description

Confidential client