【Tokyo】Technical Sales Engineer | UPS & Power Systems | Vertiv

JPY 8–15M OTE | UPS & Power Solutions

Job Information

Hiring Company
Vertiv Japan G.K.

Job ID
1623551

Industry
Machinery

Company Type
Large Company (more than 300 employees)

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
8 million yen ~ 15 million yen

Work Hours
In accordance with company regulations

Holidays
In accordance with company regulations

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November 18th, 2026 11:37

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

- Provide technical support for UPS selection, system design, and installation
- Support sales and partners through technical training and proposals
- Contribute to new product launches at a global company operating in 130+ countries
- Earn ¥8M–¥15M annually, with a 25% sales incentive and global career opportunities

【Job Responsibilities】
The Local Technical Support Engineer provides expert technical support for power management solutions in Japan. This role supports sales and partners with product selection, system design, and proposal development. Responsibilities include delivering technical training, assisting with marketing events, and collaborating with the Asia Product Team on new product initiatives and go to-market programs

< Responsibilities >

- Provide engineering support on technical and application to the Sales & Channel.
- Provide technical advice on Power product application and selection.
- Provide engineering and installation design of Power System.
- Write technical proposal, drawing and design presentation.
- Generate Bill of Quantity and provide technical specification for proposed design.
- Provide product & FAT configuration and submit SFA/ETO request.
- Assist Marketing on local event in enabling the Customers, Partners and Consultants
- Provide Power product training (new or refresher) to the sales and partners.
- Provide account management assistance to specific consultants, contractors and end users to win the bid.
- Assist Asia Product Team on Power:
    - Go-To Market Program
    - Completing NPDI (New Product Development and Introduction) Program

< About Us >
At Vertiv, we're on a mission to empower the people that will power the future. From a simple swipe to life-changing medicines, from push notifications to generative AI. We design, manufacture, and service the products and solutions that keep the world connected. With $6.9 billion in revenue, a strong customer base and global reach spanning over 130 [SJA1] countries, we are uniquely positioned to deliver greater value to our customers and create new opportunities for our people.

Vertiv is an Equal Opportunity/Affirmative Action employer. We promote equal opportunities for all with respect to hiring, terms of employment, mobility, training, compensation, and occupational health, without discrimination as to age, race, color, religion, creed, sex, pregnancy status (including childbirth, breastfeeding, or related medical conditions), marital status, sexual orientation, gender identity / expression (including transgender status or sexual stereotypes), genetic information, citizenship status, national origin, protected veteran status, political affiliation, or disability. If you have a disability and are having difficulty accessing or using this website to apply for a position, you can request help by sending an email to help.join@vertivco.com . If you are interested in applying or learning more about this role, please visit the company's career page located on Vertiv.com/Careers.

【Employment Type】
Permanent employee

【Salary】
Total Annual Compensation (OTE): 8 million to 15 million
Salary: Base salary + sales incentive (25% of base salary)

【Working Hours】
In accordance with company regulations

【Work Location】
Tokyo
*Time Travel Required: 20%

【Holidays & Leave】
In accordance with company regulations

【Benefits & Welfare】
In accordance with company regulations

Required Skills

【Qualifications】

- Bachelor Degree in Electrical Engineering or related disciplines
- Strong technical and application knowledge of Power (UPS), also Electrical Distribution Design
- 5 years of relevant experience in Data Center Facility, Power, Product Sales & Marketing
- Business level of Japanese Proficiency (JLPT N2 level or above)
- Experience in data center design preferred

【Ideal Candidate】

- The successful candidate will embrace Vertiv's Core Principals & Behaviors to help execute our Strategic Priorities.

【About The Team】
~ Equal Opportunity Employer ~
We promote equal opportunities for all with respect to hiring, terms of employment, mobility, training, compensation, and occupational health, without discrimination as to age, race, color, religion, creed, sex, pregnancy status (including childbirth, breastfeeding, or related medical conditions), marital status, sexual orientation, gender identity / expression (including transgender status or sexual stereotypes), genetic information, citizenship status, national origin, protected veteran status, political affiliation, or disability.

Company Description