【Tokyo】Technical Sales Engineer | HVAC & Thermal | Vertiv Japan

JPY 8–15M OTE | HVAC & Cooling Solutions

Job Information

Hiring Company
Vertiv Japan G.K.

Job ID
1623553

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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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≫

- Support HVAC product selection, system design, and technical proposals
- Provide technical training and project support to sales teams and partners
- Drive product launches at a global company operating in 130+ countries
- Earn ¥8M–¥15M annually, plus 25% sales incentives

【Job Responsibilities】
Key person responsible for Thermal Management technical support and solutions in Japan

< Responsibilities >

- Provide engineering support on technical and application to the Sales & Channel.
- Provide Bill of Quantity, technical proposal and tender submission.
- Provide technical advice on Thermal Management product application and selection.
- Provide engineering and installation design of Thermal Management 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 & Thermal Management 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 Thermal Management:
    - Go-To Market Program
    - Completing NPDI (New Product Development and Introduction) Program
    - Product Training Program for Pre and Post Sales team.

< 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 Mechanical Engineering or related disciplines
- Strong technical and application knowledge of Thermal Management specifically in HVAC products
- 5 years of relevant experience in Data Center Facility, Thermal and Air Conditioning, Product Sales & Marketing
- Experience in data center design will be added advantages
- Learning agility and the ability to stay abreast of trends and strategic landscape
- Strong communication, teamwork attributes to work with sales and various stakeholders in the organization.
- Business level of Japanese(JLPT N2)

【Ideal Candidate】

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

Company Description