



EXOTEC

Sales (Manager) フランスのユニコーンEXOTEC企業 日本法人立ち上げメンバー募集
※営業・物流経験者

日本における急成長スタートアップ

募集職種

採用企業名

EXOTEC NIHON株式会社

支社・支店

Exotec Nihon株式会社

求人ID

1260474

会社の種類

中小企業 (従業員300名以下) - 外資系企業

外国人の割合

外国人 半数

雇用形態

正社員

勤務地

東京都 23区, 港区

最寄駅

山手線、 品川駅

給与

600万円 ~ 経験考慮の上、応相談

更新日

2024年05月16日 05:00

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢 (英語使用比率: 50%程度)

日本語レベル

流暢

その他言語

フランス語 - ビジネス会話レベル

French language skills are a plus - not mandatory

最終学歴

大学卒 : 学士号

現在のビザ

日本での就労許可が必要です

募集要項

When a contract is signed, a new project is opened, and a Project Manager assigned.
 He or she is the customer contact until the project is commissioned and completed.
 The Project Manager plays a key role in internal and external communications.
 He or she is the leader and master of his/her project.

Missions

- Is responsible to lead and conduct the project from its beginning to its end
- Take over the work of pre-sales teams and make required adjustment to the layout plan and to the system configuration
- Define the planning of the project and is responsible of keeping the costs and expense within the budget frame
- Lead all the teams involved in the projects
- Direct the Field Supervisor based on construction site and work closely with the field project engineers to ensure that the technical milestones are respected, before handing over to Maintenance Teams
- Is the preferred contact of the client during all the project phases

スキル・資格

Required Qualifications

- Bachelor's degree or equivalent in engineering required
- 8-10 years of experience in technical/logistics project management
- Has successful records of managing complex industrial projects (with a budget over 3 million US dollars) ; ideally with experience in projects involving robotic solutions and/or logistic systems
- Has enough credibility to defend his/her choices and actions during the project
- Can handle the pressure coming along with multi-million dollars projects

Required Soft Skills

- Strong leadership
- High autonomy level
- Great communication skills (verbal and nonverbal), Japanese and English
- Capacity to talk to senior and high-level interlocutors (from a project manager to a CEO)
- Ability to bridge between Japan and France / French Engineer culture

Required Technical Skills

- Expertise in project management
- Mastery of several project planning tools and software
- Broad knowledge on logistics issues
- Logical mindset
- Good general knowledge on mechanical and electrical engineering
- Mastery of Microsoft Excel and Power Point

会社説明

WHO ARE WE?

The story of Exotec Solutions began in 2014, on a bus taking the future co-founders Romain Moulin and Renaud Heitz to work at General Electric Medical.

News had just broken in the world of intralogistics: Amazon had decided to keep the revolutionary KIVA robot technology to themselves.

The news stuck with the two engineers who thought about it and decided they could do better: design a robotic order preparation system using a fleet of robots able to move in three dimensions. The Skypod was born.

OUR INNOVATIONS

*** The Skypod System**

Exotec's signature solution, The Skypod system, utilizes robots that can reach a height of 36 feet to enable high-density inventory storage. Exotec increases warehouse throughput up to 5 times with 2-minute response times for all SKUs. Exotec systems are fully modular allowing customers to deploy in a matter of months and easily expand their systems without interrupting production by simply adding robots, stations, or racks.

*** The Skypicker**

The Skypicker is an articulated arm able to move solid objects weighing up to 2kg and with a minimum surface of 2 x 2 cm at a speed of 2 m/s. It allows for simultaneous preparation of four orders and transfer to the next station for order completion with manual picking or packing.

The Skypicker is controlled by Astar (software) in an enclosed and secure environment that guarantees the safety of the operators. It can reach outputs of up to 600 items per hour and ensure sustained order picking of prehensile products.