



## Sales and Business Development

### Wind Power Industry Sales

#### 募集職種

##### 採用企業名

デレーコ・ジャパン株式会社

##### 求人ID

1364531

##### 業種

その他（インフラ）

##### 会社の種類

中小企業（従業員300名以下）

##### 外国人の割合

外国人 少数

##### 雇用形態

正社員

##### 勤務地

東京都 23区, 千代田区

##### 給与

600万円 ~ 1200万円

##### ボーナス

給与：ボーナス込み

##### 歩合給

給与：歩合給込み

##### 勤務時間

9:30 to 6:30 (flexible hours are possible)

##### 更新日

2026年07月01日 00:00

#### 応募必要条件

##### 職務経験

3年以上

##### キャリアレベル

中途経験者レベル

##### 英語レベル

ビジネス会話レベル (英語使用比率: 25%程度)

##### 日本語レベル

流暢

##### 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

The role focuses on wind resource assessment equipment, water level and flow monitoring instrumentation, meteorological

systems, and related technical solutions for renewable energy, hydrology, infrastructure, environmental, and industrial applications.

The successful candidate will work closely with customers to understand technical requirements, prepare commercial and technical proposals, coordinate with suppliers and engineering teams, and support projects from initial inquiry through delivery and after-sales support.

This role combines consultative technical sales, customer relationship management, project coordination, and field support activities.

## Key Responsibilities

### Technical Sales & Business Development

- Develop and maintain relationships with customers, consultants, contractors, utilities, government agencies, research institutions, and industrial clients.
- Identify and pursue new business opportunities in wind resource assessment, hydrological monitoring, environmental monitoring, and industrial sensing applications.
- Promote and sell:
  - Wind resource assessment equipment and systems
  - Meteorological towers and remote sensing systems
  - Water level, flow, rainfall, and hydrological monitoring sensors
  - Environmental monitoring instrumentation and data acquisition systems
  - Communication and telemetry systems
  - Related technical services and support solutions
- Conduct customer meetings, presentations, and technical discussions to understand application requirements and propose suitable solutions.
- Prepare quotations, technical proposals, bid documents, and tender submissions.
- Support contract negotiations and commercial discussions.
- Maintain and expand relationships with existing customers while actively developing new accounts and markets.
- Represent the company at exhibitions, conferences, workshops, and industry events.

### Project Coordination & Technical Support

- Coordinate with suppliers, subcontractors, and internal engineering teams to ensure successful project execution.
- Review technical specifications and customer requirements.
- Assist with system configuration, integration planning, and equipment selection.
- Support procurement, manufacturing coordination, logistics, and delivery schedules for complex projects.
- Prepare and maintain project and sales documentation in accordance with company and ISO9001 requirements.

### Customer Service & After-Sales Support

- Provide responsive technical and commercial support to customers.
- Coordinate warranty support, repairs, calibration, and maintenance activities.
- Support long-term customer satisfaction through proactive communication and follow-up.
- Assist customers with technical documentation, product selection, and operational questions.

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## スキル・資格

### Preferred Qualifications

- Bachelor's degree or technical diploma in Engineering, Environmental Science, Renewable Energy, Hydrology, Meteorology, Electronics, Physics, or a related technical field.
- Experience in technical sales, instrumentation, environmental monitoring, renewable energy, industrial automation, or related industries preferred.
- Strong technical aptitude with the ability to understand and explain technical products and systems.
- Experience preparing technical proposals, quotations, and customer presentations.
- Good communication and interpersonal skills.
- Ability to manage multiple projects and priorities simultaneously.
- Proficiency with Microsoft Office and CRM/business software.
- Willingness to travel domestically and internationally for customer visits, site work, and exhibitions.
- Valid driver's license preferred.

### Beneficial Experience

- Wind resource assessment systems and meteorological instrumentation
- Remote sensing systems including LiDAR
- Hydrological and environmental monitoring systems
- Water level, flow, rainfall, and weather sensors
- Data loggers, telemetry, SCADA, and communication systems
- Renewable energy and infrastructure projects
- International trading, procurement, or supplier coordination
- Project-based technical sales or EPC environments
- ISO9001 quality management systems

Delairco is a manufacturer and systems integrator of equipment for Environmental Monitoring. We supply systems for General Meteorology and Hydrology, Wind Resource Assessment, Power Supply Backup Systems (including solar and diesel generators).

With the massive expansion in the Wind Power Business in recent years we require a skilled sales person to manage the sales of Wind Resource Assessment Equipment including Wind Lidars and traditional Met Masts.