



## 【Shin-Yokohama】 Field Application Engineer-Electrical Systems

Your performance is rewarded in pay.

### 募集職種

#### 採用企業名

エヌヴェントジャパン株式会社

#### 求人ID

1555984

#### 業種

電気・電子・半導体

#### 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 少数

#### 雇用形態

正社員

#### 勤務地

神奈川県, 横浜市港北区

#### 給与

600万円 ~ 経験考慮の上、応相談

#### 更新日

2025年12月12日 12:00

### 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

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 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

We're looking for people who put their innovation to work to advance our success – and their own. Join an organization that ensures a more secure world through connecting and protecting our customers with inventive electrical solutions.

#### WHAT YOU WILL EXPERIENCE IN THIS POSITION:

In this position, you will get to:

#### Core Responsibilities:

- Actively support Data Solution regional sales and as required global sales with technical expertise in winning

customized and engineered projects for Data Solution - Cooling Solutions (RDC, Inrow, Inrack, and DLC) cabinet and iPDU.

- Partner with sales on customers visits to support the close of sales
- Facilitate technical presentations for customers
- Support the technical chat function for our website
- Participate in Trade Shows/Exhibitions as required
- Ensure project kick off alignment meetings are executed properly

● Technical Support:

- Evaluate customer RFQ's and create costing/quotes with technical and commercial content
- Check technical feasibility of projects
- Evaluate potential risks (technical and commercial)
- Support sales in price negotiations with customers
- Ensure projects support nVent's operating income/AOP KPI's
- Support expanding digital application usage for select, quote and order

● Project Management:

- Manage project through prototype phase until serial production
- Check initial orders and compare with quote
- Clarify any changes and open issues
- Create project plan with timelines together with engineering, supply and operations
- Involve Back-End e2E team timely to transfer project for serial production
- Drive team to ensure they coordinate and maintain development schedules including supervising prototyping and testing
- Foster a collaborative team environment with open communication, identifying problems and establishing resolutions

**Employment Type: Full-time employee (Probation period: 3 months, no change in conditions)**

**Estimated Annual Income: JPY 6,000,000 ~ (annual salary system including incentives; no upper limit)**

**Work Location:**

YS Shin-Yokohama Building 3F, 2-15-10 Shin-Yokohama, Kohoku-ku, Yokohama, Kanagawa, Japan

**Nearest Stations:**

3 min walk from Shin-Yokohama Station (Yokohama Municipal Subway Blue Line)

5 min walk from Shin-Yokohama Station (JR Yokohama Line)

**Smoking Policy:** Non-smoking indoors (designated smoking area available)

**Holidays & Leave**

- Annual holidays: 123 days
- Complete 5-day work week (Saturday, Sunday, and national holidays off)
- Additional holidays: May 1, August 15, and December 29–January 4
- Paid leave: 10–20 days (in accordance with company policy)

**Compensation & Benefits**

- Commuting allowance (according to company policy)
- Overtime allowance (deemed working hours system)
- Remote work available (depending on role/approval)
- Casual dress code (depending on department)
- Retirement allowance system
- Social insurance: Health, Welfare Pension, Employment, Workers' Compensation
- No company housing/dormitory
- Incentive system available

**スキル・資格**

**EDUCATION & EXPERIENCE:**

- Academic background in University Degree / Diploma in Electrical / Electronic/Engineering (Not must for DS FAE)
- 5 years or more Technical experience in a professional target driven business o Worked for an international company.
- Previously worked in teams and a good team player
- Experiences in Application Engineering or Business development for Datasolution and Cooling solution businesses.

**Knowledge, Skills and Abilities :**

- Very strong datacenter, data solution and cooling solution background, preferably
- Knowledge in product design processes and disciplines, including but not limited to electronic design, drawings, verification and certification.
- Knowledge and understanding of electronic assemblies with a focus on applications sales.
- Knowledge in technical aspects of products, specifications, and offerings
- Skills in researching, analyzing, and recommending product based on applications
- Project management knowledge and experience in managing complex customer projects and cross functional teams
- Knowledge and experience leading technical discussions with customers to secure project wins
- Knowledge about customer applications for our products

- Demonstrated skill in managing multiple tasks/projects along with the ability to work in a fast paced team environment in a self-directed manner
  - Demonstrated skill in using personal computers including Microsoft Office.
  - Ability to develop basic concepts into working applications.
  - Demonstrated problem solving and complex analytical skills
  - Ability to utilize strong written and reading English skills, with the ability to interface with people globally across multiple functional areas
  - Strong communication skills (Business level for both of Japanese and English)
  - Excellent interpersonal and communication skills
  - Must have strong customer orientation
  - Good time management skills
  - Strong team player with positive attitude
  - Ability to establish and maintain effective and cooperative working relationships with employees at all levels of the organization, customers, and suppliers
  - Ability to identify the root cause of problems/issues by asking probing questions and the ability to develop recommendations for resolution
  - Ability to work under general direction and adapt to changing priorities and deadlines.
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会社説明