【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
2026年10月30日 08:00

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.

会社説明