



PR/089951 | - Sales Application Engineer

募集職種

人材紹介会社

ジェイエイシーリクルートメント コリア

求人ID

1561605

業種

その他（メーカー）

雇用形態

正社員

勤務地

韓国

給与

経験考慮の上、応相談

更新日

2025年10月14日 12:58

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Overview:

- The Sales Application Engineer / Specialist is directly responsible for generation of new business against the annual business development plan, including lead generation supplementing the existing marketing program, strategic new business opportunity management, new customer acquisition, and proposal generation.

Responsibilities:

- Drive Business Growth. Grow revenue in objective areas through penetration of a set of target business development applications and customers. Proactively generate sales opportunities within these groups resulting in new customer acquisition in support of the business development plan.
- Execute relevant portion of business development plan to generate new business within defined market, channel, products, and geography to meet business goals, including strategies and penetration plans for target applications

and customers which cover both the short and long term. May be responsible for creation of business development plan relevant to this position.

- Develops and executes company and sales project-specific strategies using the solution selling process to secure new business objectives.
- Monitors, reports, and analyzes progress in achieving defined objectives in the business development plan.
- Actively develops and drives strategies for sales opportunities with customers. Utilizes Customer Relationship Management (CRM) system to catalog and track objectives, strategies, and tactics.
- Remain knowledgeable of the competitive landscape. Develop strategies to win market share from competition by analyzing products and creating winning selling strategies based on market research.
- Present in or attend trade shows as appropriate. Utilize show opportunities develop potential customers and/or markets.
- Recommend changes and implement pricing policies developed by management.

Requirements:

- Engineering, or Business/Marketing degree with strong technical aptitude.
- 5-7 years of sales or business development experience, preferably in solution sales of direct materials or products into engineered assemblies and applications.
- Documented success in business development.
- The vision to develop, document, communicate and achieve a plan and objectives.
- Demonstrated ability to develop strong internal and external relationships.
- Ability to travel based on business needs and sales objectives.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.kr/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.kr/terms-of-use>