

Technical Sales Manager 独占求人

Work Style (50% Office-50% Remote)

募集職種

人材紹介会社
株式会社ネックサス

求人ID
1578391

業種
ITコンサルティング

雇用形態
正社員

勤務地
東京都 23区, 港区

給与
900万円 ~ 1500万円

ボーナス
固定給+ボーナス

休日・休暇
Paid leave: 12–20 days + Summer & Year-end Holidays

更新日
2026年11月11日 03:00

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
日常会話レベル

日本語レベル
ビジネス会話レベル

最終学歴
高等学校卒

現在のビザ
日本での就労許可が必要です

募集要項

As a Technical Sales Manager, you will drive the sales of engineering services and technical solutions. You act as a trusted partner for customers, understanding their challenges and translating them into viable technical and commercial solutions together with engineering teams.

The company is a global technology organization specializing in software and systems engineering. It supports customers from early concept phases through to deployment, turning complexity into intelligent and reliable solutions. The portfolio ranges from embedded systems and classic software development to cloud-based solutions and artificial intelligence. Customers span industries such as automotive, industrial, railway, medical systems, agricultural and construction machinery, and motorsports.

The company is a wholly owned subsidiary of a global Tier-1 multinational engineering and technology group.

Responsibilities:

- Build and maintain long-term customer relationships based on trust and technical understanding
- Identify and develop new business opportunities within existing and new accounts
- Collaborate closely with engineering teams to shape and deliver customer-specific solutions
- Lead customer meetings, align on requirements, and ensure high customer satisfaction
- Prepare and present technical proposals, pricing, and contracts
- Monitor market trends and competitor activities

Experience:

- Strong interpersonal skills and customer-oriented mindset
- Experience in a customer-facing role in a technology or engineering environment
- Ability to explain complex technical topics in a clear and structured way
- Solid engineering or technical background required; sales or business development experience is a plus and can be developed on the job

Knowledge & Skills:

- Excellent communication and presentation skills
- Independent, structured working style with strong organizational skills
- Basic understanding of engineering services, ideally in automotive or industrial domains
- Fluent Japanese (verbal & written); English proficiency is a plus

Benefits:

- Paid leave: 12–20 days + Summer & Year-end Holidays
- Flexible working hours (no core time)
- Hybrid work model: 50% office/customer & 50% remote

会社説明