



## 【MNC Manufacturing Company】 Senior Application Engineer

### 募集職種

#### 採用企業名

インストロン・ジャパン カンパニー リミテッド

#### 求人ID

1581993

#### 業種

自動車・自動車部品

#### 雇用形態

正社員

#### 勤務地

東京都 23区

#### 給与

経験考慮の上、応相談

#### 更新日

2026年05月26日 10:00

### 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

#### 日本語レベル

ネイティブ

#### 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

#### Job Description

Position: Senior Application Engineer  
Department: Marketing and Business Development Department  
Location: Japan, Tokyo  
Reports To: Country Manager

#### Job overview

Application Engineer is a key position in Instron's business. This position requires a deep understanding of the business, communication and management skills with business intuition, combined with product and application expertise to develop and guide the team, drive team development and decision-making, align the team's work with the needs of Japan's business characteristics, maximize the potential to help the business succeed, and maintain Instron's market position as a high-quality supplier of material testing equipment and the highest customer satisfaction.

#### Main responsibilities:

- Needs to work closely with customers, sales, and service teams to respond in a timely manner and provide excellent

technical support before, during, and after sales, demonstrating the professional capabilities of the Instron brand and focusing on improving user experience

- Responsible for organizing market research, in-depth analysis of customer needs, market trends, comparative analysis of competitors, and finding and identifying solution advantages in specific applications and market areas to help win the competition
- Needs to provide effective support for marketing activities, attends targeted technical conferences, exhibitions and seminars, supports the output of marketing content such as social media, and maintains brand image and exposure
- Identify and discover new business requirements, and promote the team to continuously create and optimize sales tools, such as application solutions, presentations, document templates, videos, seminar/webinar content, etc., to effectively support business expansion
- Responsible for controlling order cleanliness, regular summary and review, and driving necessary corrective and preventive actions, tracking and resolving historical issues such as products and applications left over from the aftermarket
- Manage the asset management, daily operations, and 5S maintenance of the DEMO lab, review and ensure that the quality of DEMO testing meets sales requirements and Instron professional standards, ensuring efficient and timely support and high-quality customer experience.
- Responsible for the planning and scheduling of new product launches, and tracking the progress of new product business development and tracking customer feedback
- Drive product, application training, and other soft skills for sales, service, and team insiders
- Responsible for daily communication with foreign teams, solving application problems, effectively feeding back the voice of the market to foreign teams, and arranging VOC research activities, etc., to assist in promoting product improvement and innovation
- Leverage ITW tools – 80/20, USA, and PLS – and actively drive and engage in continuous improvement of the stakeholder team to maximize organizational effectiveness and efficiency
- Team capacity building, including the learning of new products, the application of new technologies, the ability to communicate effectively, project management skills, etc., to create an efficient organization
- Perform other duties assigned by the leader

## スキル・資格

### Critical

#### **Customer-Centric**

Build strong customer relationships and provide customer-centric solutions.

#### **Decisive**

Make timely, high-quality decisions to drive organizational development.

#### **Action-Oriented**

Seize new opportunities and respond to new challenges with urgency, energy, and enthusiasm.

#### **Resourcefulness**

Effectively and efficiently acquire and use resources

#### **Result-Oriented**

Consistently achieve performance, even in challenging circumstances.

#### **Flexible-Interaction**

Interact openly and comfortably with diverse groups.

#### **Persuasive**

Gain others' support and commitment through strong persuasion.

#### **Building-Networks**

Effectively establish formal and informal networks both inside and outside the organization.

#### **Builds-Trust**

Be honest, upright, and genuine to earn the trust and confidence of others.

#### **Resilience**

Recover from setbacks and adversity when facing difficult situations.

### Important

#### **Strategic-Thinking**

Anticipate future possibilities and transform them into breakthrough strategies.

#### **Planning-Coordination**

Develop work plans and prioritize tasks to fulfil commitments aligned with organizational goals.

#### **Ensuring-Accountability**

Ensure that both yourself and others are responsible for fulfilling commitments.

#### **Collaboration**

Build partnerships and collaborate with others to achieve common goals.

**Effective-Communication**

Develop and implement multi-modal communication, clearly understanding the specific needs of different audiences.

**Courage**

Face tough problems head-on and speak up when necessary.

**Fast-Learner**

Actively learn through trial and error when solving new problems, treating both successes and failures as sources of learning.

**Self-Motivated**

Use formal and informal development channels to actively seek new ways to grow and develop yourself.

**Manages-Uncertainty**

Operate effectively even when things are unclear and goals are uncertain.

**Situational-Adaptability**

Adjust methods and behaviors in real-time to meet the changing demands of different situations.

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会社説明