



Field Application Engineer

募集職種

採用企業名
VAT株式会社

支社・支店
VAT JAPAN Co., Ltd.

求人ID
1586137

部署名
Engineering

業種
その他（メーカー）

会社の種類
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
東京都 23区, 大田区

最寄駅
東京モノレール羽田線、 整備場駅

給与
600万円 ~ 1100万円

ボーナス
給与： ボーナス込み

更新日
2026年05月06日 15:00

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

General Summary / Role summary and objectives/ description of the role\

General Summary (role summary and objectives/ description of the role)

- Responsible for the technical interface between VAT and customers including OEM and IDM. Act as the technical specialist on customer processes, tools, applications and product requirements.
- This position can contribute by identifying technical challenges and recognizing new business opportunities at key accounts as well as upcoming technical challenges at customers before reaching "official" reporting channels with the goal to increase business. Act strongly on further trends at the customers processes and identifies future product requirements. Then guiding the customers in finding better solutions for its products by proposing VAT values.
- Support internal stakeholders (Product Managers, Sector Managers, Engineers, and so on) for engineering discussions with customers in Japan for making proposal.
- Partner with sales team to define product requirements, develop value propositions and set strategies to penetrate and grow business at key accounts.

Principle Duties & Responsibilities

- Drive Spec-Wins to achieve annual objectives.
- Become reliable technical contributor in projects for both VAT and customers.
- Lead defining specification of new product developments and existing product customizations to protect and increase the Share of Wallet for VAT.
- Identify customers technical roadmaps and share among the internal stakeholders
- Provide accurate and precise answers to customer requests and questions.
- Responsible for New Product Introduction (NPI).
- Responsible for customer evaluations on-site e.g. testing valves in clean room at customer site.
- Reflect Voice of VAT project team in customer projects.
- Reflect Voice of Customer in product development projects.
- Guide and influence customers on their technical decisions based on strategy of VAT engineering & product management.
- Regular reports to supervisor and timely information sharing among the Team and stakeholders.

Job Description

- Support complex technical problem at customers in cooperation with responsible Product Manager and if necessary, escalate it to managers for further help.
- Support the sales team in customer acquisition and negotiations and proactively drive the product specification process.
- Contributes to the VAT engineering network.
- Carefully monitor competitor landscape, run competition analysis and work out VAT's competitive advantage

スキル・資格**Minimum Qualification**

- Bachelor degree in mechanical engineering or equivalent
- Business level English communication skills (verbal and written)
- Native in Japanese

Preferred Qualification

- Technical knowledge of applications and/or process of Semiconductor, Display, Vacuum industries
- Work experience in clean room.
- Master degree or PhD in engineering or equivalent.

会社説明