

【800 ~ 1000万円】Senior Application Engineer

ドイツ系試験機メーカーでの募集です。 アプリケーションエンジニアのご経験のある...

募集職種

人材紹介会社
株式会社ジェイ エイ シー リクルートメント

採用企業名
ドイツ系試験機メーカー

求人ID
1587536

業種
機械

会社の種類
外資系企業

雇用形態
正社員

勤務地
神奈川県

給与
800万円 ~ 1000万円

勤務時間
09:00 ~ 17:30

休日・休暇
詳細は求人ご紹介時にご案内いたします。

更新日
2026年10月30日 07:00

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
流暢レベル

日本語レベル
ネイティブレベル

最終学歴
専門学校卒

現在のビザ
日本での就労許可が必要です

募集要項

【求人No NJB2330313】
Application Engineer is a key position in our 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 our market position as a high quality supplier of material testing equipment and the highest customer satisfaction.

・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 our 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 provides 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 our 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.

会社説明

ご紹介時にご案内いたします