【川崎市】 法人営業 / Sales, New Business, Metal ＆ Mining Japan

ドイツ大手のVoithグループ

募集職種

採用企業名
フォイトターボ株式会社

求人ID
1617075

部署名
VT Industry

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, 川崎市川崎区

給与
700万円 ~ 800万円

勤務時間
09:00 ~ 18:00 (休憩時間 60分)

休日・休暇
完全週休二日制(土日、祝日)

更新日
2026年11月06日 03:00

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
ネイティブレベル

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 Highlights≫

- Responsible for sales of industrial equipment for metal and mining customers, including new market development and sales strategy planning and execution

- Gain fulfillment by contributing to business expansion in Japan through building trusted customer relationships and developing new business opportunities
- Collaborate with product specialists in Germany and global sales teams, strengthening technical expertise and sales capabilities in an international environment
- Leverage English proficiency and technical knowledge while developing professionally through overseas training and Voith's internal Sales Excellence Program

【Job Responsibilities】
Sales with proven experience, professional skills, and strong passion.
The future position holder will be responsible for selling Voith Turbo Industry's products for metal & mining related customers by promoting our products abilities and advantages, by keeping a good relationship with existent customers, developing potentially new industrial markets, and for establishing an adequate sales strategy within the assigned technical field and territory. This job also strives to maximise customer satisfaction and to collaborate with the VT sales teams and procurement groups locally and overseas.
Strong contributor to our metal & mining new business in Japan and link between customers in that area and related product specialists in Germany.

< Areas of responsibility >

- Responsible for OTO (opportunity to order) and OTC (order to cash) processes in the territory. Prepare technical & commercial proposals based on customer requirements (internal and external). Sell products (Voith and non-Voith) incl. margin and volume responsibility. Project follow-up and alignment with other countries / sub-regions, e.g. for international projects
- Verify delivering schedule by communicating with Voith's groups and procurement groups in customers
- Verify receipt of items and authorizes payment from customers
- Drive and maintain potential projects by setting and reviewing of milestones and checking each stage of sales
- Keep strong relationships with customers, distributers, and Voith teams as a trusted and cooperative colleague
- Actively make use of our Customer Relationship Management (CRM) Tool, Salesforce
- Document visits and customer calls by the creation of visiting reports to be uploaded in our CRM-tool Salesforce
- Plan, prepare, and execute strategic projects for existent and new markets including investigation of market potential as well as future trends
- Conducting of Win-Loss-Analysis by checking the reason why we are winning and/or losing in the market, and drive changes to our strategy if necessary
- Actively track and report on the progress of the business plan using agreed KPI's; implement changes as required to meet or exceed defined objectives
- Create and deliver powerful presentations including TCO calculations and the display of the advantages of Voith's products
- Collect and document competitors' information about their technology, weakness, strength, market share, existent customers, strong applications, etc.
- Translate technical information about Voith's technology for a variety of audiences
- Implement administrative tasks regarding both procurement and trade
- Support direct supervisor by providing solutions selling into prospect account base
- Assist technical and sales engineers from Voith's global teams for sales promotion in Japan
- Negotiate with customers for troubles, sales matters, and/or other issues if necessary
- Actively handle complaints and customer claims as they might arise
- Positively participate in technical and sales educational opportunities at Voith's global offices and factories
- Participate in our Voith Internal Sales Excellence Program – Sales School
- Promote and utilize our Voith Turbo online store for the sale of service products – the VT Webshop At the superior's request, the employee can be asked to perform additional tasks that correspond to the type of position or become necessary because of company operations.

< Reports to >
Head of Industry Sales Japan, VTFC

年収
700 万円 ~ 800 万円 (賞与含む)
業績賞与： 年 1 回 (昨年実績： 年収の1割程度)　1月に支給
昇給：年1回 1月

勤務地
神奈川県川崎市川崎区駅前本町11-2 川崎フロンティアビル 4F
JR 川崎駅から徒歩3分
転勤： 当面無し　会社の定める事業所
出向：無し

勤務時間
09:00 ~ 18:00
休憩時間 60分
残業 月 0 時間 ~ 10 時間程度
フレックス制度あり

休日休暇

- 年間休日 125 日 (2025年実績)
- 完全週休二日制 土 日 祝日 夏季休暇 年末年始
- 土日、祝日、夏期休暇(2日)、年末年始(12月28日 ~ 1月4日)
- 年間有給休暇：試用期間終了後に、入社月により付与。(1-10日)

手当・福利厚生

- 交通費：全額支給

- 残業手当：通常の残業代
- 社会保：健康保険 厚生年金 雇用保険 労災保険
- 福利厚生：退職金制度あり
- 受動喫煙対策：就業場所 全面禁煙

スキル・資格

【Qualification / Requirements】

- Bachelor/Master Degree in Mechanical Engineering / Mechatronics / Business
- Good English language skills (important precondition)
- Understanding of & experience with working in Japanese market, culture & teams
- Independent, highly motivated and customer-oriented personality
- Customer relationship builder
- Proven track record of exceeding sales targets
- Entrepreneurial attitude
- Willingness to travel extensively

【Want】

- Profound experience in Mining & Metals or Power, Oil & Gas industry, Marine industry
- Application know-how on drive technology in mentioned industries, especially for rotating equipment (pumps, compressors, fans, cardan shaft, decanters, steam and gas turbines, rolling mills, crusher, etc.)
- Experience with retrofitting & reverse engineering

会社説明