Sales Engineer | Automotive Parts

Tier 1 Automotive | ¥8M + Bonus | Yokohama

募集職種

採用企業名
フォルシアジャパン株式会社

求人ID
1618240

業種
自動車・自動車部品

会社の種類
外資系企業

雇用形態
正社員

勤務地
神奈川県, 横浜市保土ケ谷区

給与
経験考慮の上、応相談 ~ 800万円

更新日
2026年11月20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
ビジネス会話レベル

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

Essential responsibilities and duties

Integrated within the Sales Organization of a given Customer Business Unit (“CBU”), the Sales Engineer is responsible for the Sales development of the assigned portfolio of products, for a delimited perimeter (Program, Serial Life, Acquisitions) within a Division / Region

The main missions of the role are:

▪ Develop the appropriate intimacy with his/her Customer contacts (Purchasing, Engineering, Programs) :
  o Regular visits with preparation and minutes
  o Build relationships with key staff in the client organization

o Monitor the level of customer satsifaction at regular intervals or after each significant step

▪ Prepare the commercial offers to answer on due time to the Customer requests :
o Get a good understanding of the costing files
o Propose and get validated the targeted pricing and the negotiation path / tactics to convince the customer
o Formalize the offer with the appropriate wording
o Understand and apply the guidelines proposed by the hierarchy regarding contractual management

▪ Serial Life :
o Prepare and negotiate the commercial answers to the customer ECRs (“Engineering Changes Requests”)
o Detailed understanding of piece price, tooling and D&D impact
o Follow the Variable Cost Margin of the products
o Prepare anf follow commercial productivity proposals
o Understanding and commercial management of local economics (inflation, exchange rate)
o Understanding and rigourous implementation of the Sales Administration guidelines & processes (purchase orders, invoices, terms of payment, overdues...)
o Commercial management for Spare Parts

▪ Programs :
o Act as Program Sales Leader – Part of the Program core team
o Prepare and negotiate – on a proactive manner – the commercial answers to the customer ECRs
o Understanding of the Program Business Plan and associated commercial levers
o Follow the profitability of the Program

▪ Acquisitions :
o Part of the Acquisition Team
o Understanding of the Business Plan & RFQA
o Preparation and update of the commercial offers following hierarchy’s instructions

▪ Others :
o Coach and train new team members

Max Salary: 8M annual + 6.25% performance bonus.

スキル・資格

Qualifications

The ideal candidate will have/be :

- Minimum Education Level: Business Master Degree or Engineering Degree with a willingness to develop a career path in business

Experience :

- More than 5 years experience in sales in an industrial BtB environment

Skills and competencies :

- Fluent in english and if necessary in the Customer language
- Understands client business, products and key competitors
- Strong Microsoft pack office skills (ppt,...) and reporting skills
- Comfortable with financials
- Strong communication and presentation skills, and capacity of empathy
- Business international mindset
- Results orientation, Client orientation, and Team player
- Good analytical skills and Accountability

会社説明