



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10月16日 10:37

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 satisfaction 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 and follow commercial productivity proposals
 - o Understanding and commercial management of local economics (inflation, exchange rate)
 - o Understanding and rigorous 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
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会社説明