

PR/087728 | Sales Engineer

募集職種

人材紹介会社
JAC Recruitment USA

求人ID
1618645

業種
その他（メーカー）

雇用形態
正社員

勤務地
アメリカ合衆国

給与
経験考慮の上、応相談

更新日
2026年11月03日 07:00

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
ネイティブレベル

日本語レベル
無し

最終学歴
短大卒： 準学士号

現在のビザ
日本での就労許可は必要ありません

募集要項

Sales Engineer

Location: On-site (Torrance, CA)
Salary: $80,000 - $120,000/year
Language Requirement: Business-level English required
Employment Type: Full-time

Company Overview

Our client is a well-established Japanese manufacturer specializing in innovative modular and mobile building solutions. The company provides flexible commercial structures serving a wide variety of industries throughout Japan and internationally. Due to continued growth in the U.S. market, they are seeking a Sales Engineer to support business development, project execution, and customer relationships.

Position Summary

The Sales Engineer will play a key role in both business development and project coordination for modular/mobile office

construction projects. This position combines technical expertise, project management, and client-facing sales responsibilities. The successful candidate will work directly with customers from the initial consultation stage through project completion, ensuring that solutions meet both customer requirements and applicable local regulations.

The position requires strong communication skills, a practical understanding of construction materials and building processes, and the ability to coordinate with contractors, customers, and local government agencies.

Key Responsibilities

Sales & Business Development

- Develop and maintain relationships with new and existing clients.
- Conduct customer meetings to understand project requirements and propose appropriate solutions.
- Prepare quotations, proposals, and project presentations.
- Manage the sales process from inquiry through contract execution.
- Identify new business opportunities and contribute to market expansion efforts.

Technical & Project Support

- Perform site visits and take measurements for proposed modular building installations.
- Assist in space planning, layout review, and project feasibility assessments.
- Coordinate installation schedules and project timelines with customers and construction partners.
- Support the preparation and review of project specifications and technical documentation.
- Provide technical guidance throughout project execution.

Construction & Regulatory Coordination

- Work with contractors, vendors, and internal stakeholders regarding construction activities.
- Assist with material selection and construction planning.
- Coordinate with local municipalities, permitting offices, and regulatory agencies as necessary.
- Review zoning, property use, permitting, and other applicable local requirements.
- Help ensure projects meet applicable building and safety standards.

Qualifications

Required

- Bachelor's degree or equivalent work experience.
- Previous experience in sales, technical sales, construction sales, engineering sales, project management, or a related field.
- Business-level English communication skills (written and verbal).
- Strong customer-facing and presentation abilities.
- Ability to read technical drawings, layouts, and construction-related documents.
- Strong organizational and project coordination skills.
- Proficiency with Microsoft Office applications.
- Valid driver's license and ability to travel locally for client visits and site inspections.

Preferred

- Experience within construction, modular buildings, prefabricated structures, architecture, engineering, or related industries.
- Knowledge of construction materials and building methods.

- Familiarity with permits, zoning regulations, or construction compliance processes.
- Experience measuring project sites and supporting construction planning.
- Japanese language skills are a plus but not required.

Compensation & Benefits

- Competitive salary: $80,000 - $120,000 annually
- Health benefits
- Paid time off
- Professional development opportunities
- Opportunity to work with a growing international organization expanding its presence in the U.S. market

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明