# Technical Sales Representative, Motion Control

**Grow OEM and distributor accounts**

## 募集職種

**人材紹介会社**
Cornerstone Recruitment Japan 株式会社

**求人ID**
1623247

**業種**
機械

**雇用形態**
正社員

**勤務地**
神奈川県

**給与**
経験考慮の上、応相談

**更新日**
2026年11月16日 15:55

## 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**
高等学校卒

**現在のビザ**
日本での就労許可が必要です

## 募集要項

**Location** Zama, Kanagawa, Japan

**Job Type** Permanent full-time

**Work Style** On-site

**Industry** Industrial components and motion control

**Experience** 5+ years in B2B technical sales

**Japanese** Suitable for customer-facing sales

**English** Business level

Grow sales of engineered motion-control, shock-absorption and vibration-isolation products across Japan. You will develop OEM accounts and distributor relationships, then work with global engineering teams to match technical solutions to customer needs.

**Responsibilities**

- Develop sales plans for the territory, win new customers and expand existing OEM accounts.
- Manage distributors and channel partners, and meet sales, revenue and order intake targets.
- Gather technical requirements and work with overseas engineers on product selections, proposals and quotations.
- Present solutions to customers, conduct regular site visits and account reviews, and track market and competitor developments.

Apply through CareerCross.

## スキル・資格

**Required Qualifications**

- At least five years of B2B technical sales experience in motion control, shock absorption, damping systems, industrial components or related products.
- Experience managing distributors or channel partners and working with OEM development and procurement teams. A record of meeting sales targets.
- Ability to interpret technical drawings, explain engineering requirements, negotiate and present to customers.
- Business-level spoken and written English, Japanese suited to customer-facing sales, and willingness to travel across Japan.

**Preferred Qualifications**

- Mechanical engineering degree or equivalent technical background. Relevant industrial sales experience in a mechanical engineering environment is also valued.
- Experience in automation, robotics, hydraulics, pneumatics, linear motion, industrial machinery or semiconductor equipment.

## 会社説明

Confidential client