

TOP ASIA



働く喜びが大きな仕事を完璧にする  
アリストテレス

## Field Application Engineer (FAE)

### 募集職種

人材紹介会社  
株式会社 TOP ASIA

求人ID  
833911

勤務形態  
正社員

勤務地  
東京都 23区

給与  
経験考慮の上、応相談 ~ 1300万円

更新日  
2019年01月07日 10:29

### 応募必要条件

職務経験  
6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

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

#### 【Foreign company】

#### Job Description and Responsibilities:

- You will be responsible for working directly with strategic customers on new business opportunities in developing a commercially viable engineered solution to application requirements.
- Activities include developing solutions and proposals for unique applications, working with customers' engineers, our Product Development (IPD), Technical Innovation Center (TIC), our manufacturing locations and vendors.
- Collaborate design assistance with customers for "Build to Print (B2P)" business in order to enhance our chances of winning.
- Translate customer requirements to product requirements, articulating a clear, differentiated, compelling value proposition, including solution, product, technology, and financial value.
- Influence both internal and external customers and partners on customer technical requirements and selection of product specs and features.
- Work with and drive internal sales, manufacturing and development teams to determine the feasibility of specific new

products or features and ensure customer specifications are met.

- Identify and communicate required customer focused collaterals (e.g., product prints, cross references, datasheets, testing requirements etc.).
- Provide value added engineering and application solutions to customers and resolve application/technical problems if any.
- In this role you will report to the Global Account Manager and together take full responsibility for the growth of the assigned account(s).

**As a member of our company business development team, there will be other tasks that you will perform from time to time that cannot be anticipated in the description above.**

#### **Preference**

- 10+ (minimum 5) years' automotive industry working experience. Automotive Tier 1 or Tier 2 working experience preferred.
- Background in interconnect, stamping, plating or molding industry is preferred.
- Fluent in English and Japanese.

#### **Educational Background**

- Preferably a bachelor's degree in Mechanical/Electrical engineering or related science.
- Good computer skills and the ability to use Engineering software (CAD) and CRM (Microsoft Dynamics) for account maintenance and reporting.

#### **Qualifications and Skills:**

- The candidate must be highly motivated, creative and have excellent communication and customer service skills.
- Strong technical background in Automotive, Electronics and Manufacturing Industry with an in-depth understanding of automotive products and its manufacturing concepts.
- The candidate must have experience working directly with customers in an application based selling environment developing solutions to customer requirements.
- An engineering background with a thorough understanding of the manufacturing technologies and material selection of plastic molded and over-molded components, small precision non-ferrous metal components parts and high-speed progressive stamping.
- Comfortable presenting to customer cross functional teams and to a large audience company capabilities and technical topics as relates to evolving mobility technologies.
- Creative and innovating thinking based on facts and an analytical approach.
- Strong presentation and negotiation skills. Confidence and a persuasive manner.
- Tight organizational and time management skills.
- Great business sense and the ability to work to top line and bottom line sales targets.
- Willing to travel frequently to other Regions including International.

The company is a global manufacturer specializing in the development and manufacture of precision components and assemblies. The company offers vertically-integrated precision metal stamping, reel-to-reel electroplating, insert and injection molding and product assembly, along with unique processes such as reel to reel chemical etching, various types of surface treatment, Cold Forging and precision machining. With facilities in the United States, Mexico, Scotland, France, Germany, Hungary, Czech Republic, India, Malaysia, Indonesia, Vietnam and China, our company supports customers from every region.

We are a global supplier of custom interconnect and electronic packaging solutions. Our diverse global customer base includes mobility, mobile devices, medical, industrial and consumer electronics suppliers and networking and enterprise solutions.

Our mobility product technologies are applied in power control, electrical/electronic control, sensors and various other mechatronic products. Our existing core competencies include power lead frames, complex insert molded plastic housings, electrical inter-connects, ECU housings, semi-conductor packaging, electro-mechanical assemblies, intricate stampings and plated parts.

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会社説明

～ 世界10都市の日本企業に、人材を紹介・コンサルティング。～

TOP ASIAは、世界を舞台に活躍する人・企業を応援します。

海外での経験・実績、実務で磨いたスキルや語学力。

これらを武器に就職・転職・キャリアアップしたい人たちと、

彼らを求める企業を繋ぐ、TOP ASIA。

グローバル人材とグローバル企業の出会いをサポートし、地球規模で豊かな社会をめざします。

有料職業紹介許可 許可番号:13-ユ-308179

- 人材紹介業
- 就職、求人・採用活動等に関する情報の提供
- 事業計画、経営戦略の企画、立案及び起業支援
- セミナー、講演、講習会、催事等の企画及び実施
- 文化、研究、芸術、スポーツ等の国際交流事業の企画及び実施
- 企業の海外進出に関する支援事業
- 書籍、雑誌等の企画、制作、出版及び売買
- 外国語の翻訳及び通訳業務
- 映像制作事業

グループ:

TOP US – New York・Los Angeles・Texas・Atlanta・San Francisco・Chicago

TOP Mexico – Mexico city・León

TOP Canada – Vancouver