

## Job Detail

Manager Level

Position Title	Japanese Telecommunications Carrier: Senior Sales Engineer
Recruiter Company	PTS Japan Co., Ltd. / PTS Japan K.K.
Company Name	Company name is private
Activated / Updated	2023-09-11 / 2024-01-23
Job Type	IT (Other) - Sales Engineer Executive - Manager (Sales/Marketing)
Industry	Telecommunications/Information Services
Location	North America United States Texas
Job Description	<p>Management work: Following tasks should be performed in line with company goal.</p> <p>For achieving the department goal, the following task must be performed;</p> <ul style="list-style-type: none"><li>• Motivate, supervise and evaluate subordinates according to the company policy and company rules.</li><li>• Manage the department and hire the subordinates as necessary.</li><li>• Conduct requisite internal department meetings.</li><li>• Report weekly, monthly and in a timely manner projects and operations to supervisor.</li><li>• Attend sales activity meeting, internal organization and company related meeting.</li><li>• Collaborate with other department managers to improve company value and solve various problems.</li><li>• Manage Sales Engineering work and support Engineering work through Senior Manager and as necessary, directly.</li><li>• Manage the subordinates' workload in order to let them do tasks at their best performance.</li><li>• Motivate the subordinates in order to improve their skill and performance.</li><li>• Help subordinates solve the issue / problem that subordinates have at the daily work.</li><li>• Improve internal department work processes, procedures, administrative procedures.</li><li>• Share and encourage example of projects within office in order to increase office sales.</li></ul> <p>Sales Engineer work: Following tasks should be performed without being supervised and directed by supervisor.</p> <p>For selling our solution service and work resource, the following task must be performed;</p> <ul style="list-style-type: none"><li>• Understand and document the customer needs and requirements</li><li>• Decide the solution, service and equipment for the proposal.</li><li>• Conduct in-house or outsource analysis and meet with partners as necessary to define their roles and responsibilities.</li><li>• Estimate the cost for the proposal.</li><li>• Create the document for the proposal.</li><li>• Create the condition of the proposal</li><li>• Present the proposal to the client.</li><li>• Provide sales support from a technical perspective in order to get projects.</li><li>• Make a good relationship with customer.</li><li>• Participate and facilitate in regular and irregular meetings with customers or vendors to get information related to proposals</li><li>• Provide KDDIA service and technical information to customers for creating new opportunities of the projects</li></ul> <p>Requirement define work: Following tasks should be performed without being supervised and directed by supervisor.</p> <p>For recognizing and understanding the customer needs, the following task must be performed and completed;</p> <ul style="list-style-type: none"><li>• Understanding the customer needs through the communication with customer / sales representative.</li><li>• Sorting out and document the customer requirements.</li><li>• Making a consensus the requirements with customer / engineer.</li></ul> <p>Support Professional Services and Implementation Dept: Following tasks should be performed without being supervised and directed by supervisor.</p>

	<p>For the system integration project, the following task must be performed and completed;</p> <ul style="list-style-type: none"> <li>• Transfer acquired projects to Professional Service and Implementation Dpt.</li> <li>• Up on request from the Professional Service and Implementation Dpt., Support following work about acquired projects.</li> <li>• Project Management work</li> <li>• Design (Basic) work</li> <li>• Design (Detailed) work</li> <li>• Deployment work</li> <li>• Kitting work</li> <li>• Implementation work</li> <li>• Maintenance work</li> </ul> <p>Qualification</p> <ol style="list-style-type: none"> <li>1. Fluent in Japanese and English (business level) required.</li> <li>2. Bachelor of Science (BS) Degree (Computer Science Major preferred)</li> <li>3. At least 7+ years of IT Solution Engineering experience.</li> <li>4. At least 4+ years of experience in supervisory position.</li> <li>5. Excellent communication and leadership skills.</li> <li>6. Familiarity with project management solutions a plus.</li> <li>7. CCNA / CCNP / Network + preferred</li> </ol>
Company Info	<p>This company, headquartered in New York, is the US presence of Japan's Company Group, a Fortune Global 500 company and leading provider of international IT and communications services. This company was established in 1989 and started as a telecommunications business supporting Japanese multinationals. We have Our ability to customize solutions in a major city offering scalability and service that are unparalleled set this company apart from the competition. We now evolved into a company that provides networks, data centers, system integration, as well as managed service solutions across all industries. provide Ethernet network uptimes of more than 99.999% between regions and guaranteed high performance no matter where.</p>
Working Hours	9: 00-17: 00
Qualifications	<p>Qualification</p> <ol style="list-style-type: none"> <li>1. Fluent in Japanese and English (business level) required.</li> <li>2. Bachelor of Science (BS) Degree (Computer Science Major preferred)</li> <li>3. At least 7+ years of IT Solution Engineering experience.</li> <li>4. At least 4+ years of experience in supervisory position.</li> <li>5. Excellent communication and leadership skills.</li> <li>6. Familiarity with project management solutions a plus.</li> <li>7. CCNA / CCNP / Network + preferred</li> </ol>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	<p>USD - US Dollar USD 80K - USD 150K (Month salary : USD - US Dollar USD 6667 - USD 12.5K )</p>
Salary Description	<p>Medical &amp; Dental &amp; Vision- Full Time Only Basic Life Insurance and AD &amp; D Short-Term Disability Insurance Flexible Spending Account (FSA) Employee 401 (K) Savings Plan Vacation Time 1st year Ten (10) days Prorated 2nd year (12) days 3rd year (14) days 4th year (16) days 5th year (18) days 6th and after (20) twenty days Thirteen Paid Holidays per year Sick Time Tuition Reimbursement Program</p>
Holiday Description	<p>Complete weekly two-day system (Saturdays, Sundays, and holidays) paid holiday Condolence vacation</p>
Job Contract Period	Employment of full-time employees