

Job Detail

Staff Level

Position Title	Laser & Calibration Group Technical Sales Engineer (Tokyo)
Company Name	Renishaw K.K.
Activated / Updated	2024-05-10 / 2024-05-10
Job Type	Manufacturing (Automobile/Plant Engineering/Precision Equipment) - Sales Engineer/Service Engineer Sales/AE - Corporate Sales Sales/AE - Other
Industry	Precision, Measuring Equipment
Location	Asia Japan Tokyo
Job Description	<p><Charm of the job></p> <ul style="list-style-type: none"> • Even if you have no experience, your supervisor will carefully educate you from the beginning, so it is perfect for those who want to try something new. • Since you are in charge of the work from start to finish, you can proceed with the work with discretion. <p>-This is still a product in the future, so there is a lot of room for growth. Depending on your ability, you can increase your sales many times over.</p> <ul style="list-style-type: none"> • Experience with new technology. • I think it's rewarding because it evaluates your approach. We are not sales-oriented. • We have British staff in the company, so it's perfect for people who want to improve their English. <p><Organization> Assignment: Laser & Calibration Group Structure: 1 general manager (40s), 1 sales manager (60s)</p> <p><Recruitment background> Replacement for those scheduled to retire</p> <p><Business details> technical sales Marketing, sales, technical support, after-sales service, etc. for laser encoders. Responsible for a wide range of tasks, from specification meetings to troubleshooting in the field. The laser encoder is a system that costs about 2.5 million yen per unit, and its main customers include semiconductor manufacturing equipment manufacturers, semiconductor inspection equipment manufacturers, LCD panel manufacturing equipment manufacturers, and machine tool manufacturers. Basically, no customization is done. Technical knowledge is required as you will be negotiating with the person in charge of design. Sales include both new (echo sales) and existing sales.</p> <p><Business trip> Scope: The scope of sales is basically in charge of all over the country if there is a conversation. However, in reality, the focus is on the Kanto region. Frequency of business trips with overnight stays: Once every two months, mostly day trips Overseas business trips: Although there are business trips to the UK for training etc., about once every two years (*before coronavirus)</p> <p><Training> After joining the company, if you have good English skills, you can participate in training at the UK headquarters. OJT is the basis of daily work.</p> <p><About English> Rather than your current English proficiency, we place more emphasis on whether you have a passion for improving your English proficiency in the future. (There is also support from the company) You will be reading technical materials in English, communicating with the UK head office on a daily basis, and will be having phone calls and video conferences, so you will need to have a level of English proficiency that allows</p>

	<p>you to discuss technical issues in English. However, since our customers are domestic, we do not require accurate English. I think it's important to be willing to communicate.</p>
Company Info	<ul style="list-style-type: none"> • Britain's leading engineering company It is a listed stock on the London market's FTSE250 and is the Japanese subsidiary of a leading British engineering company with over 5,000 employees in 36 countries. We are a highly stable company with a sound financial structure, with an operating profit margin of 20% and debt-free management. • High technical ability Our products are used in a variety of applications, from those involved in jet engine and wind turbine manufacturing to dentistry and brain surgery. <p>Our main product is "probes" (measurement devices built into coordinate measuring machines, machine tools, etc.), which boast a global market share of over 80%, and a domestic market share of about 60%. We are a highly technology-oriented company that invests 15% or more of our sales in research and development. Because our home country secures a large development budget (13-18% of annual sales is invested in R&D and engineering), our product strength is the best in the industry.</p> <ul style="list-style-type: none"> • apply innovation This is Renishaw's motto. Our mission is to dramatically increase the efficiency of Japanese manufacturing and healthcare through innovative technology. • Easy working environment As a general rule, you don't have to work on holidays, and there are almost no overtime hours, at most 20 hours a month, so you can enjoy your private life. We also have a high retention rate with a turnover rate of around 1%, making it an environment where you can work for the long term. • Company Vision "g2G" Although we are currently a "good company" that is a good place to work, we have been implementing the "g2G" initiative since 2014 with the aim of becoming a "great company." We also aimed to double sales in the five years from 2014 to 2019, and we almost achieved that goal. And a new challenge to "double the size in five years" has begun. Above all, we aim to be a company that focuses on winning as a team. <p>[Measures to prevent passive smoking] No smoking indoors (smoking room available)</p>
Working Hours	<p><Overtime> Overtime allowance available. However, the salary includes 15 hours of legal overtime per month. (Any time exceeding 8 hours per day will be paid separately as overtime allowance) Company-wide, there are very few overtime hours.</p>
Qualifications	<p><Required></p> <ul style="list-style-type: none"> • No particular experience required; technical college graduate or above. Those who are comfortable acquiring technical knowledge. Science. • Those who are motivated to improve their English skills in the future (even if they are currently low). • drivers license <p><Welcome></p> <ul style="list-style-type: none"> • Those with sales or engineering support • Those who have graduated from the Department of Mechanical Engineering, Department of Electronic Engineering, etc. • English ability to communicate via email with UK engineers via MS-Teams (assuming a TOEIC score of around 450) • Experience and knowledge in the semiconductor, electrical, and machinery industries <p><Desired person image></p> <ul style="list-style-type: none"> • Those who can work in a cooperative manner. • Those who can think and act on their own. • A person who can work cheerfully and honestly. <p><Selection flow> Document screening → 1st interview (Web) → 2nd interview (Web) → Final interview (face-to-face)</p>
English Level	Daily Conversation Level (TOEIC 475-730)
Japanese Level	Native Level

Salary	JPY - Japanese Yen JPY 4000K - JPY 5500K
Salary Description	<ul style="list-style-type: none"> • Standard bonus: 5 months per year • Separate performance bonus available • Monthly salary includes 15 hours of legal overtime work per month. (If the amount is exceeded (= working more than 8 hours a day), overtime allowance will be paid separately.)
Holiday Description	paid holiday summer vacation winter vacation Congratulatory and condolence leave
Job Contract Period	full-time employee