

Job Detail

Staff Level

Position Title	Raman System Group (Nagoya) Technical Sales Engineer
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 Aichi
Job Description	<p><Charm of the job></p> <ul style="list-style-type: none"> • Since you will be in charge of everything from the first visit to customers in the area to receiving orders, you will be able to proceed with the work with discretion. • You can experience highly specialized technology using state-of-the-art analysis equipment. • You can be involved in cutting-edge research and development of materials through sales activities at universities and private company research institutes. <p><Organization></p> <p>Assignment: Raman System Group Nagoya Office Structure: 1 business manager/sales team member, 2 application team members (1 person based in Nagoya), 2 service support team members. This position will report to the Business Manager.</p> <p><Recruitment background></p> <p>replacement</p> <p><Business details></p> <ol style="list-style-type: none"> 1. I will be in charge of sales in the western Japan area (west of Aichi) for microscopic Raman spectrometers in the Raman Group, which is made up of three teams: sales, service, and applications. 2. Specifically, I will supervise the following operations for major customers (government offices and various manufacturer research institutes). <ul style="list-style-type: none"> • Sales activities for micro Raman spectroscopy equipment and fiber Raman equipment (in charge of Western Japan area) • New business development, customer visits, online business negotiations, building relationships with agencies, internal operations (estimate creation, report creation, etc.) • Preparation and attendance for exhibitions, academic conferences, etc. • Application, collaboration with service team, support, etc. 3. We hope that he will communicate appropriately with the UK head office and contribute to the business development of our group [AN1] [KH2] in the Japanese market. <p>Raman spectroscopy measurement systems are a relatively new business within our product line, and although our competitors are specialized manufacturers of analytical instruments, we are specialized in the "high-end" category with our unique and advanced technology. We have a high share of the market for high-end Raman spectrometry systems.</p> <p><Business trip></p> <ul style="list-style-type: none"> • Scope: All over Japan • Frequency of business trips with overnight stays: About 3 times a month (mainly day trips) • There are basically no sudden calls on Saturdays or Sundays. • Overseas business trips: You may be required to travel to the UK for training, etc. (If your English proficiency is at a certain level) <p><Training></p> <p>The main training will be on-the-job training. Additionally, training may be required at our UK headquarters. (English proficiency required)</p>
	<ul style="list-style-type: none"> • Britain's leading engineering company <p>It is a listed stock on the London market's FTSE250 and is the Japanese</p>

Company Info	<p>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.</p> <ul style="list-style-type: none"> • High technical ability <p>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> <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%.</p> <p>We are a highly technology-oriented company that invests 15% or more of our sales in research and development.</p> <p>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 <p>This is Renishaw's motto. Our mission is to dramatically increase the efficiency of Japanese manufacturing and healthcare through innovative technology.</p> <ul style="list-style-type: none"> • Easy working environment <p>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.</p> <ul style="list-style-type: none"> • Company Vision "g2G" <p>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> <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.</p>
Qualifications	<p><Required></p> <ul style="list-style-type: none"> • University graduate or above, science and engineering major (or equivalent or above) • Person with 3 or more years of sales experience in the analytical instrument industry • Person who has an established network with the analytical instrument industry • English proficiency to be able to communicate with UK staff via email or phone (assuming a TOEIC score of 600 or higher) • drivers license <p><Welcome conditions></p> <ul style="list-style-type: none"> • Those who have deep knowledge of Raman spectroscopy applications/industry <p><Desired person image></p> <ul style="list-style-type: none"> • Those who have goals and objectives for their role, can make their own plans, and conduct sales activities in their assigned area. • People who are bright and honest, who can work together as a team player and cooperate with those around them. • People who are willing to take responsibility and contribute to the sales of our company's products • People who can proactively and spontaneously learn product technology and applications • Those who can "think" on their own, and those who can "execute" it. <p><Selection flow> Document screening → 3 interviews (2 web interviews, 1 final face-to-face interview) *English resume required / 4th interview (web interview with UK head office) available in some cases</p>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 5000K - JPY 8000K
	<Monthly salary>

Salary Description	2,941,170,000 yen - 4,705,880,000 yen Fixed overtime pay for 15 hours including 27,368 yen to 43,789 yen
Holiday Description	paid holiday summer vacation winter vacation Congratulatory and condolence leave
Job Contract Period	full-time employee

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