

Job Detail

Staff Level

Position Title	Encoder & Laser Calibration 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> It's a job where you can learn a lot and discover new things because you can work with customers from a variety of business types. We boast an overwhelming share of the world market, so your technical and sales skills directly translate into numbers, regardless of price or delivery time, making it very rewarding. Your boss will provide you with detailed training from the beginning, so it's 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. We have the strength of our products, so we can multiply our sales many times over depending on our capabilities. You can experience new technology. We have British staff in the company, so it's perfect for people who want to improve their English.</p> <p><Organization> Assignment: Laser Calibration Group Nagoya Office Structure: 1 manager (50s), 2 area sales managers (50s, 20s)</p> <p><Recruitment background> One of the two sales engineers in Nagoya retired, so we replaced him.</p> <p><Business details> Technical sales of calibration systems. A calibration system is a measuring device that measures the accuracy of a machine. We boast overwhelming technological capabilities and a global market share of more than 70% for laser measurement systems and 100% for ball bars. You will be responsible for a wide range of tasks, including marketing, sales, technical support, and after-sales service, from specifications meetings to technical support in the field. Our main customers include machine tool manufacturers, 3D measurement manufacturers, semiconductor manufacturing equipment manufacturers, LCD manufacturing equipment manufacturers, and end users. As a general rule, we do not do any customization regarding the system. Technical knowledge is required, as there is often negotiation with people in charge of production engineering, inspection, and shipping. Both new (echo sales) and existing ones.</p> <p><Business trip> Scope: The scope of sales will be centered around the Chubu region, with another person in charge in Nagoya handling the Kansai, Hokuriku, Chugoku/Shikoku, and Kyushu areas. Frequency of business trips with overnight stay: About once or twice a month (depending on the area in charge) There are basically no sudden calls on Saturdays or Sundays. Overseas business travel: You may be required to travel to the UK for training, etc. We plan to conduct OJT-based training in Tokyo for about 1 to 2 months after joining the company.</p> <p><Training> After joining the company, you can participate in training at the UK headquarters depending on your English proficiency.</p>

	<p><About English> Rather than your current English proficiency, we focus more on whether you have a passion for improving your English proficiency in the future. (There is also support from the company) You will be required to read technical materials in English, communicate with the UK head office on a daily basis by email, telephone, and video conference, so you will need to have a level of English proficiency that allows you to discuss technical matters 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. 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. • 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 pay available. However, the salary includes 15 hours of legal overtime per month. There is almost no overtime after that. February and March are the busy months.</p>
Qualifications	<p><Required> Technical college graduate or above. Those who are interested in acquiring technical knowledge. For liberal arts majors, experience at a manufacturer that handles industrial materials is required. A background in science is preferred. Those who are motivated to improve their English in the future drivers license</p> <p><Better> Experience as a sales or field engineer at a manufacturer that handles industrial materials. Those with sales or engineering support experience Those who have graduated from engineering, mechanical engineering, electronic engineering, etc. English ability to communicate with UK engineers via email or phone (assuming a TOEIC score of around 500)</p> <p><Desired person image> Those who can work cheerfully and honestly Those who can think and act on their own Those who can work in a cooperative manner</p> <p><Selection flow> Documents → First interview (Web) → Second interview (Web) → Third interview</p>

	(Nagoya office)
English Level	Daily Conversation Level (TOEIC 475-730)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 4000K - JPY 5500K
Salary Description	<p>Monthly salary system Standard bonus 5 months Monthly salary (including 15 hours of deemed overtime and fixed overtime pay) 235,294 yen to 352,941 yen breakdown Basic salary: 213,399 yen to 320,099 yen Deemed overtime pay: 21,895 yen to 32,842 yen</p>
Holiday Description	<p>paid holiday summer vacation winter vacation Congratulatory and condolence leave</p>
Job Contract Period	full-time employee