

Job Detail

Staff Level

Position Title	Technical Sales - Global Electronics OEM
Recruiter Company	Michael Page International Japan K.K./マイケル・ページ・インターナショナル・ジャパン株式会社
Company Name	Company name is private
Activated / Updated	2024-05-05 / 2024-05-05
Job Type	Sales/AE - Manufacturing Sales
Industry	Electronics/Consumer Electronics Manufacturing
Location	Asia Japan Tokyo
Job Description	<p>As a Technical Sales Manager, you will be working in close collaboration with the sales manager and engineering team in the USA, addressing technical inquiries and concerns of customers. Your role involves proactively communicating with the clients to understand their technical demands, backing up sales team when technical expertise is needed.</p> <p>Description</p> <p>Technical support:</p> <ul style="list-style-type: none">* Supporting clients and sales team proactively using your technical expertise..* Understand client's needs, pain points, and business objectives, and work in collaboration to deliver the optimal solutions. <p>Internal communication:</p> <ul style="list-style-type: none">* Continuously provide feedback and demands to the engineering team in the USA.* Collaborate with cross-functional teams to create tailored solutions. <p>Communication and Negotiation:</p> <ul style="list-style-type: none">* Utilise your strong communication and interpersonal skills as well as technical expertise to engage with professionals at all organisational levels.* Be proactive in day-to-day operations <p>Profile</p> <p>Technical Expertise:</p> <ul style="list-style-type: none">* Expertise on electronics engineering or related field either through formal education or work experience.* Ability to provide solutions based on customer needs. <p>Previous Roles:</p> <ul style="list-style-type: none">* Experience as a technical sales manager, preferably in the electronics.* Familiarity with managing client sales relationships. <p>Industry Knowledge:</p> <ul style="list-style-type: none">* Experience in electronics, EMS or related fields is preferred. <p>Communication Skills:</p> <ul style="list-style-type: none">* Strong verbal and written communication skills.* Aptitude in problem-solving professional relationships. <p>Language Proficiency:</p> <ul style="list-style-type: none">* Japanese: Business level.* English: Business level.

	<p>Job Offer</p> <p>* Competitive Salary: You can expect a salary range of 8 - 12 million yen. * Additional incentives based on performance.</p> <p>To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.</p>
Company Info	Our client is a major electronics OEM in Japan and worldwide. With a stable business and solid growth strategies, they play a crucial role in the industry.
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Business Level(JLPT Level 2 or N2)
Salary	JPY - Japanese Yen JPY 8000K - JPY 12000K

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