

## Sales Engineer Machine Tools (m/f/d)

Nagoya / Remote

Our client is a renowned and globally active German manufacturer of innovative solutions for customers in the machine tools industry. Family-run in the third generation, the company operates 11 international subsidiaries spread across Europe, North America, and Asia, employing more than 850 people worldwide.

For just under a decade, the company has also been active in Japan with a small subsidiary located in Nagoya. In line with the company's future development goals, our customer is now looking for a Sales Engineer Machine Tool Industry (m/f/d) who can provide expert technical consulting for the Japanese customers and drive sales growth as an integral part of the local team in Japan.

Work location: Nagoya Japan, work from home can be negotiated upon request

### Your tasks

The focus of this position is to systematically increase sales, especially through the expansion of the customer base in Japan.

The main tasks include:

- Increase revenue and expand the business by acquiring new customers and proactively developing existing accounts through personalized support
- Provide consulting to customers remote and on site including technical clarification of customer inquiries and provide advice on products and solutions
- Independently manage the entire "order life cycle" including, preparing quotations, calculating delivery times and prices and ensuring orders are successfully brought to completion
- Consistent market observation and research/ analysis on current developments and market trends
- Close cooperation with the Country Manager and sales team in Japan as well as with colleagues from the export sales department at the German HQ

### Your profile

- Successfully completed university degree or vocational training with a focus on mechanical engineering or similar
- Solid technical understanding of machine tools
- First hand relevant work experience in sales would be ideal but not a must
- An established network within the machine tool sector is also very advantageous
- Business fluent Japanese skills as well as very good English or German skills for effective communication with the German HQ
- Strong intercultural communication skills with the ability to build trust and serve as a bridge between customers and the HQ in Germany
- Proactive personality, commitment, and results-orientation
- Structured approach to customer acquisition, negotiation, and closing deals
- Ability to work both independently and as part of a team

### Benefits

- Chance to work within an international company with a family-run spirit, allowing for simpler communication channels and a collaborative working atmosphere
- The company supports proactivity and taking initiative. Depending on your performance and the revenue you contribute to, you have the opportunity to grow and develop within the company into a higher ranking position
- The compensation package includes performance based incentives and a company car or car allowance

- Home office option can be discussed depending on location

## Contact

If you have any questions regarding this position, please contact Esther Auffermann under +49 (0)211 749686-36.

For inquiries in Japanese, please contact Kevin Wongart: [wongart@fischer-hrm.de](mailto:wongart@fischer-hrm.de)

We look forward to receiving your application!

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