

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

We look forward to receiving your application!

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