



JOB CODE: GSJ-O-210414-068

Technical Sales Representative West Japan

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世界1350人の従業員を擁し、過電流保護、配電、サーキットプロテクタの分野で業界をリードする欧州企業の日本法人が、西日本の地域を担当するテクニカル・セールス・レプレゼンタティブを募集しています。

THE COMPANY

The company was founded in 1948 in Germany and has been a world market leader for circuit breakers for equipment protection and power distribution - both conventional and intelligent. Today, with a turnover of around Euro 130 m, The company has approximately 1350 employees worldwide and a globe-spanning network of representatives and subsidiaries covering 61 countries.

The 100 % owned Japan subsidiary was founded in 25 years ago and has been tasked with expansion and market share development and customer care. The position of the Technical Sales Representative West Japan will have a key role in these efforts.

THE POSITION

The main goal for the new Technical Sales Representative for West Japan Region is the development of the company's presence and its brand to achieving strong and profitable average growth by selling and supporting own products and systems to the established and new market segments in Japan. The Technical Sales Representative actively supports the sales and business development activities of the company in the West Japan region and provides strategies, business plans and roadmaps to further strength the company. The main attention applies to identifying, developing, gaining new customers and support mainly in Equipment, Transportation and Automation market as well as manage the company's distribution partners.

KEY DUTIES

1. Responsible for development of the company's brand and presence in Japan.
2. Develop a sales strategy to increase the market share of the company.
3. Take the lead on key business opportunities, working with the sales teams of the distribution partners.
4. Pro-active selling of Products and Systems.
5. Meet regularly with key customers to ensure an effective and supportive relationship between the customers and the company.

6. Analyze and measure the demands for products within the market and share this feedback with the company's HQ and subsidiaries where such information may be important.
7. Providing technical support regarding projects and following the technical developments of Products and Systems.
8. Establish necessary sales strategies, market survey and competition analysis to define market demands for products, systems, and services.
9. To negotiate the company's contracts and inbound orders according to the company's terms and conditions, acceptable payments terms and profit margins.
10. Ensure that the company's products and systems are specified for new up-coming projects, vendor- registration, etc.

QUALIFICATIONS/SKILLS

Performance - The Technical Sales Representative should be capable of increasing revenues and achieving a sales performance above budgetary projection. The Technical Sales Representative will be required to negotiate complex, long-term contracts. He/she should be able to develop business proposals and to initiate and successfully conclude complex business transactions.

Customer Focus - The Technical Sales Representative must imperatively be committed to a "Customer-Oriented" approach with a good track record in identifying changes in customers' needs and converting them into profitable business initiatives. The Technical Sales representative has strong customer relationships in the industrial and medical sector in the respective region.

Language skills - The Technical Representative speaks and writes fluently in Japanese and English.

Education - The Technical Representative has had a technical degree preferably with electronic engineering background and/or a business administration degree with postgraduate technical qualifications, or he/she will be a qualified industrial engineer with demonstrated technical understanding of the industry. He/she is well acquainted with the steps of technical product selling. The candidate should be a 'hands on' person, comfortable with working towards targets and objectives and with operation in the Japanese and international business environment. He/she knows how to analyse markets and develop these with tailored and profitable strategies.

This position requires a minimum of 5 years market and sales experience as well as a longer-term commitment to the company.

Travel: Extensively within West Japan and occasionally to Europe

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Employment Type: Full-time

Position: Technical Sales Representative West Japan

Location: Home Office in the Kansai Region or Rental Office

Remuneration: JPY 6 - 8m (Based on experience and qualifications. Details can be discussed and adjusted).

[APPLY HERE](#)

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