



**JOB CODE:** GSJ-O-210707-072

Sales Engineer Japan

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### **THE COMPANY**

The company which has worked in IT management since 1988, offers software and services for IT and customer service management worldwide. They support companies with comprehensive, ITIL-compliant solutions for strategic and operational IT and enterprise service management. Customers can digitize and automate all processes necessary for the planning, design, operation, control, use, and billing of services. The company is rated as a global leader in this area by analyst firms and certification companies. In Japan, the focus is on the software asset management (SAM) field of competence. Numerous customers and over 50 Fortune 500 companies use this solution portfolio to optimize their software use, assess risks and achieve savings in the millions. In fiscal year 2020, the group generated revenue of Euro 107.3 m with a total of 732 employees.

### **THE POSITION**

The Sales Engineer Japan employed by newly established Japanese subsidiary will have a key role in the high potential Japanese market. After an initial onboarding and coaching in Germany, the incumbent shall create, develop, and maintain long-term relationships with existing and potential customers understanding their needs in the areas of the company's expertise and identify and conquer new business opportunities. The position reports to the German Senior Sales Manager EMEA & APAC based in Germany.

### **KEY DUTIES**

His/her area of responsibility will cover a broad spectrum including the following key areas:

1. Product demonstrations and support of test installations at customers.
2. Support of partners and customers in Japan.
3. Extensive customer advice, by telephone and on site.
4. Support of the sales team during the entire sales life cycle.
5. Implementation of presentations at events and fairs.
6. Close cooperation with product management for targeted improvement of our products.

### **QUALIFICATIONS/SKILLS**

1. Bachelor's degree or similar in IT- or International Business.

2. Experience in the planning of projects or have already worked as a sales engineer or presales consultant.
3. Native Japanese speaker fluent in English, German a plus.
4. A minimum of 2 years of experience in working in the IT Market, preferably in IT Service and Process Management and/or Data Management.
5. Technical affinity
6. Strong verbal and written communication skills and a sales-driven personality..
7. Excellent listening skills, creative and solution oriented.
8. Passionate, enthusiastic, and able to work in a team environment.
9. High customer-orientation and business acumen.
10. Autonomous, proactive problem solver motivated by bottom line results and challenges.
11. Excellent communicator with good project management skills.

The candidate should be a "hands on" person with a "can do" attitude, comfortable with working towards targets and objectives and with operation in the Japanese and international business environment.

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**Employment Type:** Full-time

**Position:** Sales Engineer

**Location:** Preferably Home Office or rental office if needed.

**Remuneration:** JPY 10 - 13 mio

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