

Atlas Copco, Sales Engineer for General Industry

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Company name

Atlas Copco K.K.

Job description

Sales Engineer for General Industry

Your Role: As a Sales Specialist, you will be responsible for expanding the sales of high-value fastening tools and related solutions for the general industry in Japan.

Note: "General industry" includes sectors such as construction machinery, motorcycles, railways, and aviation.

Main Responsibilities

- Strengthen relationships with existing customers and develop new clients
- Understand customer needs and propose fastening tools, automation solutions, and software solutions
- Collaborate with domestic and international teams to resolve technical challenges
- Analyze strategic target markets and competitors
- Prepare proposals and contracts, supporting negotiations and deal closures
- Achieve annual and quarterly order and sales targets
- Work closely with sales and technical teams in Japan and globally
- Occasional overseas business trips as needed

Qualifications

Required:

- Experience in B2B sales with a focus on solution proposals and communication skills
- At least three years of sales experience in industrial equipment or general industry sectors

- A mindset focused on personal growth through work

Preferred:

- Sales experience in automation solutions or software products
- English communication skills or a willingness to develop them
- Technical product knowledge or strong interest in technical solutions
- Experience in a global company

Location: Nagoya or Kanto area

Email

mitsuko.weaver@atlascope.com