

# **SALES ENGINEER/BUSINESS DEVELOPMENT MANAGER**

***Location: Japan***

## **SUMMARY**

Identify and close new business opportunities in commercial and industrial markets for **PCB's** (Printed Circuit Boards), **plastic components, silicone rubber keypads and/or metal die cast parts**. The Sales Engineer must be able to articulate technology and product positioning to both business and technical personnel. Must be able to identify all technical issues of obtained accounts to assure complete customer satisfaction through all stages of the sales process. The Sales Engineer is primarily responsible for actively driving and managing the technology evaluation stage of the sales process. Must be able to establish and maintain strong relationships throughout the sales cycle.

## **RESPONSIBILITIES** (Other duties may be assigned).

- Searching for new clients who could benefit from company products or services and maximizing customer potential in designated regions;
- Establishing new, and maintaining existing, long-term relationships with customers;
- Managing and interpreting customer requirements by applying good listening and technical interpretation to understand, anticipate and exceed their needs;
- Work closely with internal and customer engineering teams to identify solutions and resolve problems;
- Negotiating tender and contract terms, to meet both client and company needs;
- Negotiating and closing sales by agreeing terms and conditions;
- Offering after-sales support services;
- Administering client accounts;
- Analyzing costs and sales;
- Preparing reports for head office;
- Meeting regular sales targets;
- Recording and maintaining client contact data;
- Coordinating sales projects;
- Supporting marketing activities by attending trade shows, conferences and other marketing events;
- Making technical presentations and demonstrating how a product will meet client needs;
- providing pre-sales technical assistance and product education;
- Liaising with other members of the sales team and other technical experts;
- Solving client problems;
- Helping in the design of custom-made products;
- Traveling to visit potential clients;
- Providing training and producing support material for new members of the sales team.

## **QUALIFICATIONS**

- Bilingual language skills: English/Japanese is a must.
- PCB manufacturing Industry experience ideally dealing in the manufacturing and technical aspects.
- Must be self-motivated with a proven track record in PCB sales and knowledge of technology.
- Must possess strong presentation skills and be able to communicate professionally in written responses to emails, RFI's, RFQ's, RFPs, and when submitting reports.
- Excellent sales and closing skills.
- 5+ yrs. direct selling experience in PCB's/electronic components required in Electronics industry.  
Experience selling to Automotive, Telecommunications, Medical Devices, and Electronics Manufacturing.

- Very good communication and presentation skills.  
Familiar with MS-Office and lead tracking tools.  
Proven track record of sales success.
- Very good team-player.
- Professional demeanor.
- Ability to travel.
- Organized and analytical, able to eliminate sales obstacles through creative and adaptive approaches.

### **OTHER ESSENTIAL QUALITIES**

- Customer focused – Fast, accurate response to customer questions and needs is critical.
- Accuracy and attention to detail - Ability to define problems, collect data, establish facts, and draw valid conclusions.
- Ability to interpret an extensive variety of technical instructions in mathematical or diagram form and deal with several abstract and concrete variables.
- Multi-tasking – Able to manage and coordinate multiple projects and priorities.
- Excellent communication skills – Ability to read, analyzes, and interpret common scientific and technical journals, financial reports, and legal documents; respond to common inquiries or complaints from customers; and effectively present information to top management.
- Language skills: English and language spoken in the country you are applying for (Spanish/Portuguese, Japanese, Hindi).
- Strong, first-hand cultural personal and business knowledge of the country you are applying for.

### **EXPERIENCE**

8+ years experience in the PCB Manufacturing Industry.  
Excellent technical skills.  
Good sales skills

### **EDUCATION**

Bachelors Degree in Electrical or Mechanical Engineering.  
An advanced degree is desirable.

### **We offer:**

- \*Strong base salary and potential for a six-figure total compensation.
- \* Excellent Benefits.
- \* Dynamic company where only self-driven, successful technical and sales individuals succeed.