



TECHNICAL SALES

-  1-10-13 Shiba, Minato-ku, Tokyo 105-0014, Japan
-  Sector: automotive
-  Career level: graduates, professionals
-  Salary: ¥5.500.000 – ¥8.000.000 (p.a.)
-  Annual paid leave: 12 - 20 days
-  Flexible working times

ITK Engineering, founded in 1994 in Germany, is an internationally operating technology company in the software and systems engineering field. Thanks to its strong methodological expertise, ITK covers the entire spectrum – from embedded systems to cloud computing. The company offers tailor-made consultancy and development services to international customers from the automotive, rail technology, medical technology, industry, motorsport, and robotics sectors. Since 2011 ITK Engineering has been active in Japan and has become a top engineering partner, especially in the automotive field. ITK Engineering has been a wholly owned subsidiary of Robert Bosch GmbH since 2017.

JOB DESCRIPTION

- Responsible for the end-to-end sales process
- Actively and consistently seeks new customers
- Analyze customer needs and prepare technical proposals
- Work with clients to clarify requirements, and convey them to engineering teams
- Build and maintain relationships with clients
- Provide leadership and management for sales development activities, in alignment with the strategic company direction

QUALIFICATION

- Bachelor's degree in engineering or a related discipline, or many years of experience with technology or sales
- Experience in IT solution sales
- Experience in automotive system development
- Ability to make decisions and evaluations to determine the needs of the customers
- Excellent oral and written communication skills in both technical and business terms
- Excellent customer relations skills
- Japanese and English proficiency

WORKING ENVIRONMENT

- Global collaboration, especially with colleagues from Germany
- Corporate culture that enables a balanced work-life ratio
- Flexible hours and remote work

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