




TECHNICAL SALES MANAGER

 **Location:** Minato-ku, Tokyo | Full-time

 **Contract**

- Base salary up to ¥12,000,000 p.a.
- Performance-based bonus and allowances
- On-target earnings (OTE) up to approx. ¥15,000,000 p.a.
- Defined Contribution (DC) retirement plan

 **Benefits**

- Paid leave: 12–20 days + summer & year-end holidays
- Flexible working hours (no core time)
- Hybrid work model: 50% office/customer & 50% remote

ITK Engineering is a global technology company specializing in software and systems engineering. We support our customers from early concept phases through to deployment, turning complexity into intelligent and reliable solutions. Our portfolio ranges from embedded systems and classic software development to cloud-based solutions and artificial intelligence. ITK serves customers across industries such as automotive, industrial, railway, medical systems, agricultural and construction machinery, and motorsports.

Since 2017, ITK Engineering has been a wholly owned subsidiary of Robert Bosch GmbH.

Job Description

As a Technical Sales Manager, you will drive the sales of our engineering services and technical solutions. You act as a trusted partner for our customers, understanding their challenges and translating them into viable technical and commercial solutions together with our engineering teams.

Responsibilities

- Build and maintain long-term customer relationships based on trust and technical understanding
- Identify and develop new business opportunities within existing and new accounts
- Collaborate closely with engineering teams to shape and deliver customer-specific solutions
- Lead customer meetings, align on requirements, and ensure high customer satisfaction
- Prepare and present technical proposals, pricing, and contracts
- Monitor market trends and competitor activities

Experience

- Strong interpersonal skills and customer-oriented mindset
- Experience in a customer-facing role in the technology or engineering environment
- Ability to explain complex technical topics in a clear and structured way
- Solid engineering or technical background required, sales or business development experience is a plus and can be developed on the job

Knowledge & Skills

- Excellent communication and presentation skills
- Independent, structured working style with strong organizational skills
- Basic understanding of engineering services, ideally in automotive or industrial domains
- Fluent Japanese (verbal & written); English proficiency is a plus

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