

Atlas Copco, Automation Business Development Manager

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Company name

Atlas Copco K.K.

Job description

Automation Business Development Manager

Mission

Develop a strong value proposition and business plan to establish Atlas Copco as the leader in automated tightening solutions, aligned with Motor Vehicle Industry (MVI) strategies. Secure strategic orders to drive growth and enhance the product portfolio with an entrepreneurial mindset.

Key Responsibilities

- Create a business plan for tightening-centric automation solutions by analyzing market trends.
- Align development plans with automation initiatives.
- Identify key projects to shape the product portfolio.
- Support local sales teams in strategic customer projects as an expert.
- Build partnerships to address portfolio gaps.
- Enhance sales competencies to boost success rates and customer satisfaction.
- Support product launches and lead local sales campaigns.
- Collaborate with global teams to create marketing materials showcasing ROI and customer value.
- Assist Sales and Key Account Managers in strategic sales activities.
- Work from Japan with frequent collaboration across teams and clients.

Our Expects

- Minimum 3 years' experience in sales or business development of technical products linked to automated assembly.
- Experience with OEM, Tier Industry, MTB, or Electronics preferred.
- Technical degree in Engineering or related fields with expertise in automation.
- Fluency in Japanese and English.

- Strong communication skills and teamwork at all levels.
- Willingness to travel within Japan and internationally.
- Proactive, results-driven mindset with accountability.

Email

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