

# Atlas Copco, Sales Engineer for General Industry

2025-05-09 23:07:03

## 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