

Atlas Copco, Specialty Rental Sales Engineer

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Company name

Atlas Copco K.K.

Job description

Specialty Rental Sales Engineer

Key Responsibilities

- Develop and execute sales strategies to meet targets.
- Optimize fleet profitability through value-based pricing.
- Build and maintain strong customer relationships, expanding Key Accounts.
- Respond to inquiries promptly and professionally.
- Analyze market potential, trends, and rental opportunities.
- Continuously improve product and technical knowledge.
- Use sales tools efficiently to boost performance.
- Keep CRM data updated with relevant sales activities.
- Report to managers with timely market insights.

Personality Requirements

- Strong motivation to achieve sales targets.
- Proactive approach with solid planning and execution skills.
- Excellent interpersonal, commercial, and negotiation abilities.
- Effective time management and prioritization skills.
- Willingness to learn and adapt to changes.
- Respectful communication with colleagues and managers.

- Positive, energetic, and professional attitude.
- Strong collaboration skills with team members.

Educational & Experience Requirements

- Technical or Commercial degree or equivalent experience.
- Proven experience in direct sales of industrial equipment or related services (such as aftermarket or rentals).
- Proficiency in IT tools (MS Office, CRM systems, etc.).
- Valid driver's license.

Location: Tokyo, Japan

Email

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