



IN OUR TOKYO / OSAKA OFFICE WE ARE LOOKING TO FILL THE POSITION OF

SALES ENGINEER - INDUSTRIAL MACHINERY

starting immediately

The history of C. ILLIES & CO. (K.K. IRISU) started 1859 in Nagasaki. Since that time K.K. IRISU has been providing cutting-edge technologies from from overseas to Japan and was substantially involved in the country's modernization and monozukuri.

As an important part of the ILLIES GROUP, K.K. IRISU supplies and services a wide-range of technologies related to printing and paper converting, automotive, aircraft and aerospace, food, rubber processing industries as well as quality assurance systems and technical materials. ILLIES links European and Asian technology providers as their sales and project partner for Asian markets. The company is specialized in sales of technically sophisticated capital goods and technologies in Asian markets as well as in complex project management for the local industrial user. Approximately 300 employees from different culturesdecisively contribute to ILLIES' success each and every day. ILLIES is based in Hamburg, Germany and represented seven countries and 16 locations across Asia and has been combining German reliability and integrity with the great flexibility and dynamic of East Asia for over 160 years.

YOUR TASKS:

- Maintain existing relationship with customers through dynamic sales activities based on frequent customer visits.
- Identify current and future customer requirements, analyze competitors' presence and activities establish and implement strategic business plans that expand company's customer base.
- Elaborate commercial and technical proposals to customers, coordinate, and manage sales projects by using a CRM system.
- Negotiate and conclude contracts with customers and suppliers, and follow up of orders to final acceptance.
- Develop promotional ideas and update sales and technical knowledge by attending trade shows, workshop and events and reviewing professional publications.
- Help prepare budgets, set and reach of annual sales targets.

YOUR PROFILE:

- Background of industrial machinery sales.
- Extensive sales experience, ideally min. 7 years.
- Ability to bridge mentalities.
- Analytic & systematic working style and team abilities.
- Communication skills in an international environment.
- Japanese native level.
- English business level.

YOUR BENEFITS:

Paid holiday, social insurance, holidays (Saturday, Sunday and public holiday) and transport expenses

HOW TO APPLY:

Please send your CV in Japanese and English by eMail to tyo-recruiting@illies.de

K.K. IRISU (C. ILLIES & CO., LTD.)

Human Resources – Ms. M. Iwago

Osaki Twin Building East 15F

5-1-18 Kitashinagawa, Shinagawa-ku, Tokyo 141-0001

Phone 03-3443-4112, Fax 03-3443-4118, eMail: tyo-recruiting@illies.de

Visit us on www.illies.com