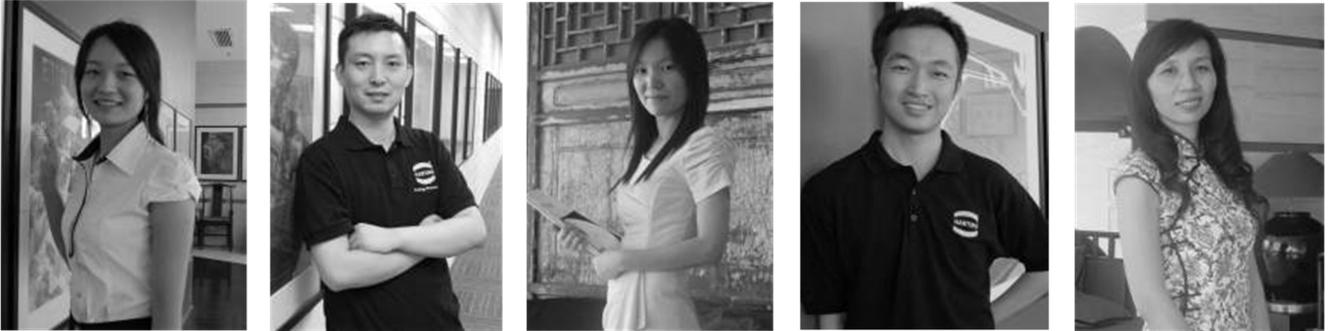




Pushing Performance



The HARTING technology group is a globally operating, market leading company in the development and manufacture of electrical and electronic connector technologies and automated goods management. Employing around 4,600 members of staff at subsidiaries in 44 countries worldwide and 13 manufacturing locations, HARTING is a long established player on global markets.

Field Sales Engineer (based in Shin-Yokohama)

Managing Area Sales Business and Technical Support to Customers.

Job responsibilities

- Measured based on target system objectives that currently apply for market-oriented functions.
- Implements the agreed strategy in his/her sales area in line with time, cost and quality requirements. He/she develops a solution offering for his/her markets/customers/channels made up of HARTING and non-HARTING products and services, including VAB, that meets customer requirements and provides clear technical and economic added value compared to the competition.
- He/she analyses the organisation and decision-making structures for the customer supply chain and produces an internally coordinated development strategy. Based on his/her knowledge of the requirements, he/she develops new sub-solutions, initiates the development of new products and the creation of specific solution concepts.
- He/she provides technical support to customers and support in design efforts.
- Responsible for all HARTING products, solutions and services in the triad as per customers taken over in the sense of "one face to the customer."

- Market observation, permanent "market screening" to identify existing/future market potential. He/she uses market, competition and sectoral analyses and local technical expertise for the sales process. Through an appropriate number and quality of customer visits, he/she proactively identifies planned customer developments and can derive corresponding solutions or name competent contact partners.
- Customer contact management – produces and implements measures to ensure customer loyalty and new customer acquisition.
- Acquisition of new customers and launch of new products in line with time, cost and quality requirements as per the strategic goals.

Your profile:

- University graduate in Electronics/ Electrical Engineering.
- At least 2 years' experience obtained in industrial, automation, telecom & medical infrastructure equipment manufacturer focusing in R&D or sales function and preferably in electronics and electric applications.
- Experience and knowledge of connectivity field or relevant industrial area is essential
- Independent, mature, energetic, creative, aggressive, open-minded and be able to demonstrate excellent communication and interpersonal skills.
- Pro-active and self driven, aggressive and result oriented sales staff, team player, strong communicator and presenter.

We offer competitive remuneration package and excellent career opportunities to the right candidate. Interested parties please send your full resume with expected salary to hr.jp@HARTING.com. All applications will be served to recruitment related purposes only. Unsuccessful applications will be destroyed after completion of recruitment process.

We are looking forward to seeing you!

People | Power | Partnership

