

## Discover ebm-papst in you.

Are you passionate about technical innovation?  
With us, you can live your passion.



Discover new horizons with the ebm-papst Group, the world's leading manufacturer of fans and motors. Since it was founded, the technology company has continuously set global market standards. Our fans and motors can be found in many industries, including ventilation, air conditioning and refrigeration, heating as well as commercial vehicles. In 2016/17, the company achieved a turnover of €1.9 billion and employs worldwide more than 14,000 people at 29 production sites (e.g. in Germany, China and the US) and in 49 sales offices.

To strengthen our local team, for further growth here at ebm-papst Japan K.K. - founded in 2000 - we are searching a:

### **Sales Engineer (m/f)**

**Work location: Yokohama**

#### **Your tasks:**

- Following and developing existing customers and searching for new potential customers
- Planning and preparation of visits of prospects and customers
- Technical and commercial clarification of customer inquiries and establishing quotations
- Negotiations with customers
- Project follow-up, budgeting and regular forecasting of potential sales with existing and new customers
- Participation in trade shows and customer seminars

#### **Your profile:**

- Technical educational (degree in Electro Technics/Electronics or Precision mechanics or Mechanical Engineering or similar)
- Professional experience (at least 3 years) in a comparable position
- Outgoing personality, autonomous, but also a team player
- Cross-cultural experience and communication skills, ready to travel to Germany for technical trainings
- Native Japanese and English on business level (for reading & writing)

**Please address your application in Japanese & English by email to:**

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