

Technical Sales Representative – Japan

Location: Roctool KK (Tokyo)

Company

Roctool is a Heat and Cool technologies leader on a worldwide scale. Roctool's innovative technologies for high performance molding, protected by more than 80 patents, are used in production in many market segments such as automotive, consumer electronics, aerospace and more. With engineering staff and molding experts driving the innovation, Roctool can support world-class brands to achieve unique applications. Roctool induction process is now fully adapted for plastic injection and compression molding, including multiple configurations to fit with tier manufacturers requirements. Roctool's Research and Development team is adapting the technologies to more materials including metal. Roctool ambition is to become a manufacturing standard for multiple materials, with a customer and product oriented team.

Position

The Roctool **Technical Sales Representative – Japan**, works to develop Roctool market position and achieve revenues growth in Japan. This person identifies business opportunities, builds key customer relationships, negotiates and closes business deals and develops extensive knowledge of current market conditions. The Roctool Technical Sales Representative – Japan works in a sales position within the company. He/She will work with the internal team, marketing staff, and managers to increase sales opportunities and thereby maximize revenues for the company. To achieve this, He/She needs to find potential new customers, present to them, ultimately convert them into clients, and continue to grow business in the future. The Roctool Technical Sales Representative – Japan will also manage existing clients and ensure they are fully satisfied and positive. He/She calls on clients, make presentations on solutions and services that meet or predict the clients' future needs. The Roctool Technical Sales will report directly to the responsible of Asia zone.

Job Description

- i. New Business Development
 - ✘ Prospect for potential new clients and turn this into increased business;
 - ✘ Generate leads as appropriate within your market or geographic area to ensure a robust pipeline of opportunities;
 - ✘ Identify potential clients, and the decision makers within the client organization;
 - ✘ Meet potential clients by growing, maintaining, and leveraging your network;
 - ✘ Set up meetings between client decision makers and company's practice leaders/principals;
 - ✘ Plan approaches and pitches and work with the team to develop proposals that speaks to the client's needs, concerns, and objectives;
 - ✘ Participate in pricing the solution/service;
 - ✘ Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion;
 - ✘ Present an image that mirrors that of the client.

- ii. Accounts management

- ✘ Present new products and services and enhance existing relationships;
 - ✘ Work with technical staff and other internal colleagues to anticipate and meet customer needs;
 - ✘ Organize and participate in internal and external client debriefs.
- iii. Business development planning and reporting
- ✘ Attend industry events and conferences (design and plastic industry) and provide feedback and information on market and creative trends;
 - ✘ Present to and consult with mid and senior level management on business trends with a view to developing new services, products, and distribution channels;
 - ✘ Identify opportunities for campaigns, services, and distribution channels in order to boost sales;
 - ✘ Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators;
 - ✘ Submit weekly progress reports and ensure that data are accurately entered and managed within the company's CRM or other sales management system;
 - ✘ Update sales forecast.
- iv. Management
- ✘ Roctool KK GM will supervise the Technical Sales Representative activity.

Key Skills

- ✘ Injection Molding (and possibly Compression Molding);
- ✘ Tooling and Process Expertise;
- ✘ Plastic Materials Knowledge
- ✘ Program management and project management;
- ✘ Part design knowledge;
- ✘ Japanese mother tongue and good knowledge of English.

Education and experience

This position requires a bachelor's degree (engineering degree strongly preferred) and minimum of 5 to 10 years of technical sales, business development and program management experience.

Other skills and qualifications

Ambitious, autonomous and entrepreneurial spirit, high energy and passionate, networking, persuasion, prospecting, very good communicator, research, writing, deal closer, curious, sales planning, identification of customer needs and challenges, market knowledge, professionalism, CRM, and Microsoft Office.

Please send your CV and cover letter to: InfoRKK@roctool.com