



Märkisches Werk is a world leading manufacturer and solutions provider for cylinder heads and head components for medium to large combustion engines as well as for racing applications. Over 90% of the worlds large engine OEM's are using Märkisches Werk components to supply various industries including marine transportation, stationary power generation and racing. Our mission is deliver highest quality, innovative products and services. As a privately owned company MWH has its headquarter in Halver, Germany and operates subsidiary companies in USA, China, Japan und Singapur. For our **sales office in Yokohama, Japan** we are looking for a

Technical Sales Manager, Japan

Your responsibilities

- Maintain and build excellent relationship with existing and new OEM customers in Japan (Large bore engines & Racing)
- Develop new businesses by introducing additional products to existing customers and new customers
- Present and explain technical products and solutions to customers occasionally supported by R&D personnel
- Monitor markets in Japan, identify trends and create business opportunities
- Facilitate communication between Japanese customers and MWH organization in Germany
- Good communication of customer needs to within the company
- Negotiate contracts

Your qualification

- Successful selling experience of technical/industrial products and/or services
- Analytical thinking and ability to understand and communicate technical topics and issues
- Good communication skills
- Fluent in Japanese and business conversation capabilities in English
- High self-motivation
- Customer orientation

If you are interested in being MWH's front end to our Japanese customers, please send your application (cover letter and curriculum vitae) in English as PDF file to Mrs. Christiane Dahlhaus, c.dahlhaus@mwh.de.

For further information please visit www.mwh.de



MÄRKISCHES WERK
Your Engine. Our Ingenuity.™