

German Chamber Talent Café 2017 @ AHK Japan

Information on Job Offer

EPLAN Software & Services K.K.

Company description

Industrial sector: IT related industry (CAD software product)

Description of business:

EPLAN is Global standard for electric CAD company and looking for expansion Japanese business from 2014.

Eplan and Rittal are sister company. Rittal provide 25% of contribution to Eplan.

Company scale: 11 employees / Capital 193,000,000 JPY

Job information: **Electric CAD Software pre sales and consulting services**

Job classification:

- Sales / Planning, Marketing, etc. / Finance, Administration, etc. / IT Engineer /
 Engineer R&D / Others _____

Additional explanation:

Our company is a software company that provides comprehensive electric CAD.

We are a member of Friedel Lowe Group with 18 production bases and 78 international subsidiaries.

With around 70,000 German languages and more than 50 distribution and service centers around the world, we support more than 45,000 customers and has more than 120 thousand facilities worldwide.

The entire group employs more than 11,500 employees and earns approximately 2.2 billion euros in 2015.

In the eighth consecutive time, the family business was elected "Top German Employer" in 2016.

Therefore, we are synonymous with continuity and investment safety.

▼ Purpose of the Job:

As "consultant" you work mainly with the planning, Presenting and follow up prospect presentations during acquisition phase. You analyze and immerse yourself in the prospects/customers issues to define optimal solutions based on our portfolio for the client. You act as project manager when implementing our solutions together with our professional service department. You mainly interact with sales engineers and product specialists. You will keep you updated on new features in the product and transform functions to the message of customer value. As a product specialist, you can also work in other parts of the business, such as training or support to our partners if needed.

Position: Staff / Manager **Working experience:** Over 5 year(s) **Location:** Shin-Yokohama

Requirements

Languages: Amount used: English usage about _____ %

Japanese: Native or bilingual / Professional / Advanced / Intermediate / Elementary

English: Native or bilingual / Professional / Advanced / Intermediate / Elementary

Others: _____ (Level: _____)

Education: High school graduate / BA / MA / PhD

Visa status (for foreigners): Permission to work in Japan required / not required

Others:

- Educational background: electrical engineering or process instrumentation engineering B.A. or equivalent **qualification**
- Process know-how and experience in manufacturing industries
- Experience of IT and SW projects
- Pro-active and innovative attitude
- Project management skills are meritorious
- Understanding/knowledge from the PLM industry are meritorious
- Proficient oral and written Japanese and English communication skills
- The job involves extensive travelling