



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

Technical Sales Manager (Japanese market)

Your responsibilities

- Maintain and build excellent relationship with existing and new OEM customers in Japan (Large bore engines & Racing)
- Develop new business by introducing additional products to existing customers and new customers
- Present and explain technical products and solutions to customers occasionally supported by our 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 within the company
- Negotiate contracts

Your qualification

- Experience in successfully selling of technical/industrial products and/or services
- Ability to understand and communicate commercial and technical topics and issues
- **Fluent in Japanese** and business conversation capabilities in English
- Experience in international business culture
- 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

Märkisches Werk GmbH

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Further information: www.mwh.de



MÄRKISCHES WERK

Your Engine. Our Ingenuity.®