

CEJN, Sales Engineer

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Company name

CEJN Japan Corporation

Job description

Location: Higashi-Ueno, Taito-ku, Tokyo
Company: A leading global company providing innovative quick connect couplings and solutions
Schedule: Full-time
Remote work: Negotiable
Relocation: No

About CEJN:

CEJN is a leading global manufacturer with local presence providing innovative quick connect couplings and solutions, adding value and productivity to customer applications and processes since its start in 1955. At CEJN, we are united by our five core values: safety, environment, quality, innovation and performance. They are our cornerstones and define who we are, how we work, what we believe in and what we stand for.

Today, the CEJN Group consists of one International Head Office, CEJN AB at Skövde, Sweden, 20 sales offices and 4 production facilities, and has over 800 employees worldwide.

Development, production and marketing of quick couplings for compressed air, hydraulics and fluids takes place in Sweden. Sales consist of 85% of exports to some 25 countries mainly through our 20 sales companies.

CEJN Japan Corporation was founded in 1981, being engaged in the sale of various quick couplings manufactured by CEJN Group, assembly of high-pressure hoses, and maintenance and services for the products.

Your main responsibilities:

- Consult with customers on their requirements, propose appropriate engineering solutions, and work closely with the customer throughout the development process
- Establish strong business relationships with (key) customers
- Build relationships with business units & product management to assist the development of marketing strategies
- Have a strong knowledge of product portfolio, applications, and route to market/distribution channels
- Understand the major competitor's landscape, their tactics, organization, distribution, strategy, and pricing
- Collect, analyze, and utilize market intelligence regarding competitive products, customer needs, preferences, and buying habits
- Familiar with the use of digital tools to drive sales efficiency and effectiveness

- Provides sales planning by collecting, analyzing, and summarizing data and trends.

Qualifications/Requirements

Your essential skills we are looking for:

- Proven B to B technical sales experience, ideally of the semiconductor, construction, or automotive industry
- Bachelor's degree or higher is required
- Familiarity with mechanical components
- Technical knowledge of quick connect couplings and market is a plus
- Strong Microsoft Skills
- Fluency in English and Japanese (business level) are required
- A team player, self-disciplined, positive attitude

What we offer to you:

Permanent contract in a fast-growing global company

Challenging projects in dynamic collaborative team

Flexible working solutions (home office or remote etc.) negotiable

Competitive salary

Carrer path toward executive/management positions

We make your voice matter - we value safety and trust. This is a place where you can speak up and be heard. There's room here for everyone because we believe that every person matters.

If you would like to apply for this position, please send your CV to: yasushi.kitagawa@cejn.com

Email

yasushi.kitagawa@cejn.com