



Since 2007, Asyri is developing and commercializing its innovative flexible feeding systems for automation. Our products are key components for the Smart Factory of the future and Industry 4.0. Our stage of the art technology is revolutionizing the feeding industry and is highly demanded on various domestic as well as international markets.

Learn more about Asyri and our products at www.asyri.com

To support our growth, we are currently seeking in Japan a highly motivated

Sales Engineer

As a sales engineer, you will work with colleagues, partners and customers for successful sales conversion. This also includes the presales activities, where one has to assist in formulating the product specifications and solutions as per the customer's needs and accelerate the sales procedure accordingly.

Your mission will be to train and assist our distributors and to sustain the sales effort. You will be a key person to support our distribution network on strategic opportunities and provide them technical support.

Your main tasks:

- Promote Asyri flexible feeding systems in Japan.
- Generate sales leads by identifying new applications and unserved markets.
- Present and demonstrate solutions to distributors and end-customers.
- Support sales effort by performing and documenting feasibility studies.
- Provide technical support to distributors and end-customers.

Your qualifications:

- Significant experience in the industrial automation environment. Robot manufacturers experience is an asset.
- Bachelor's degree or background in a technology-related field (industrial automation, microengineering, mechanical or electrical field). Knowhow in robotics industry would be an asset.
- Excellent verbal and written communication skills in Japanese (native language) and at least basic command of English.
- Motivation for sales, excellent presentation and results driven.
- Factory automation and system integrators networks are assets.
- Customer oriented, organized and responsible with excellent interpersonal skills.
- Results-oriented team player, who can also work independently, self-starter with a "make it happen" attitude and drive for success.
- Demonstrated skill in communicating and presenting complex concepts in a clear and understandable manner in a multicultural work and customer environment.
- Availability to travel up to 80% (mainly in Japan; and yearly in Switzerland).

We offer an interesting position with international exposure and varied activities in a fast-growing market with unique products. You will have the chance to join a dynamic team and contribute actively to the international growth of the company.

Beginning: immediately or upon agreement.

If you are interested in this challenging role that has a real impact on the daily business, please send your complete resume per email at hr@asyri.com