

**Company name: KEYENCE Philippines Inc.**

**Company background:**

KEYENCE is a global leader in industrial automation. We contribute to manufacturing industries all over the world by providing the world's most innovative automation technologies and the best consultative sales.

This will be an opportunity for you to become a direct sales professional as we are dedicated in providing **QUICK RESPONSE** and **ADDED VALUE** to our customers. In order to achieve this, we especially put effort into training personnel for it.

**Company Overview**

- **Newly opened office in 2017 located in Makati.** (First office in the Philippines)
- The global headquarters located in Japan was established in 1974.
- Expanded global network of **over 200 offices in 45 countries**, with annual sales exceeding **\$ 3.6 billion** with **5670 employees** worldwide.
- Global leader in industrial automation technology, serving **over 200,000 customers** in **over 100 countries** worldwide.
- **70%** of our new products are "**industry's first**" or "**world's first**".
- Average annual sales **growth of over 30%** for the past 5 years.
- Our operating profit is **53%**.
- Ranked within the top 100 of **Forbes Magazine's "The World's Most Innovative Companies"** for 7 consecutive years.
- The only Japanese company ranked among the **top 25 Superaccelerators** out of **500 highly valued companies in the world.**

**Job vacancies: Sales Consultants/ Sales Engineer**

**Job description:**

At KEYENCE, our sales professionals work in a highly professional and fast-paced environment. Sales professionals travel within their own territories on an average of (3) three or (4) four times a week to:

- (1) provide technical consultation
- (2) provide service to customers
- (3) conduct product presentations and demonstrations

Aside from these, (1) one or (2) two office days will be dedicated to cold calls on prospective or existing customers to introduce and assist them with their inquiries and applications.

You will also be solely in charge of your customers in your division from new customer development to closing offers-- all these working within a sales target and activity targets in process.

**Qualifications:**

- Candidate must possess at least a Bachelor's/College Degree in any field.
- No work experience required. Fresh graduates are welcome to apply.
- Willing to travel to your domestic territories for business trips
- Ability to lift and carry 35~85 lbs. of demonstration equipment in and out of vehicles onto a dolly.
- Ability to communicate in English both written & oral is required.

**Contact details:**

KEYENCE Philippines Human Resources

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