Title: Sales Engineer
Location: Bensenville, IL

Job Description (Essential Job Functions):

- Searching for new clients who could benefit from KDDI America's products in a designated region
- Meeting regular sales targets (Major Accounts)
- Managing and interpreting customer requirements
- Providing pre-sales technical assistance and product education
- Providing post-sales technical consultation and engineering.
- Prepare and submit the proposals in cooperation with colleagues of KDDI Group and to make presentation to the customers.
- Project coordination and management for implementing network/infrastructure system with internal engineering team and subs.
- Design custom network, IT system based on discussion with customers.
- Report: To keep the customer's data updated to share information with co-workers. To submit report to the supervisor in a timely manner on progress and results of daily M&S activities.
- Work alongside and ensure monitoring to ensure other Sales engineer is acquiring the necessary skill sets to perform their job functions and meet department and individual goals.
- Performs any and all other related duties, as assigned by KDDI America.

Required Qualifications/Skills:
- Work experience for System Integration farm;
- Technical knowledge of Network (LAN/WAN), Server System (Windows);
- Experience for SI project management;
- Ability to positively communicate with customers;
- Ability to report the result of trouble shooting;
- Understanding of the organization's goals and objectives;
- Ability to work in a team-oriented and collaborative environment Qualified candidates;
- Must have a minimum of 5 years experiences as IT related business;
- Excellent understanding of the organization's goals and objectives;
- Knowledge of applicable data privacy practices and other related laws;
- Good project management skills;
- Excellent written, oral, and interpersonal communication skills;
- Ability to research into systems issues and products as required and necessary;
- Ability to communicate efficiently, both in technical and user-friendly language;
- Highly self-motivated, as it pertains to technology;
- Proven analytical and creative problem-solving abilities; and
- Business level of Japanese Language (Speak/Read/Write).