

Company	四零四科技股份有限公司 Moxa Inc ( <a href="http://www.moxa.com">www.moxa.com</a> )
Company introduction	<p>「四零四科技股份有限公司」創立於西元一九八七年，由五位師大附中四零四班畢業校友，為從事工業自動化系統整合設計理想而創立。</p> <p>四零四科技持續並堅持提供客戶卓越的「品質」與「服務」。以自有品牌「MOXA」在其領域中，位居亞洲第一大品牌。其共同的力量來自於所有同仁共同的願景及價值觀： 願景：在全球自動化的產業中，成為世界級的領導品牌與值得信賴的合作夥伴。 核心價值觀：誠信正直，相互尊重，以客為尊，徹底執行。</p> <p>公司自創始之初，就堅持將所有營業利益與全部員工共享，並且在公司制度設計上，就堅持將員工的利益擺在最優先。除了在員工分紅的設計上，還包括工作輪調，健身房的設置，各類社團的鼓勵，以及原公司人的藝文活動，都可得到公司的補助。</p> <p>四零四科技穩健地擴展，以台灣為總公司及營運與研發中心，分別於美國、德國、印度及中國大陸設立分公司及經營據點，全球約 800 多名員工，經銷及服務據點遍佈六十多個國家。</p> <p>四零四科技集團目前主要產品線包括：</p> <ul style="list-style-type: none"> <li>* Industrial Ethernet Switches</li> <li>* Serial-to- Ethernet Products</li> <li>* Multiport Serial Board</li> <li>* Industrial Video Servers</li> <li>* Wireless Ethernet Products</li> <li>* Active Ethernet I/O Servers</li> <li>* Embedded Computers</li> <li>* Media Converter</li> <li>* USB-to-Serial Converter</li> <li>* Modbus Gateway</li> </ul> <p>在清楚的定位「產業自動化的設備連網」領域中，公司成功地將產品應用在各產業中，包括通訊、交通、製造、國防、零售、銀行、電信、環控等產業。</p> <p>本著專業能力、管理能力及核心能力三大養成領域投資於人才之培育，並在積極培養人才之餘，四零四科技以工作、生活與健康均衡發展的理念，提供同仁不同的工作人生。對公司使命宣言的承諾，四零四科技成立「心源教育基金會」，公司同仁百分之七十為基金會志工，親身參與基金會人文及生態保護的工作，同時也在工作之餘，提供多元的活動平台，鼓勵同仁與眷屬一同參與，感受更豐富的人生。</p>
Company	新北市新店區寶橋路 235 巷 135 號 4 樓

address & working location	Fl. 4, No. 135, Lane 235, Baoqiao Rd. Xindian Dist., New Taipei City, Taiwan, R.O.C.
Title	Sales Staff Engineer (Sales Talent Development Program)
Number of opens	4
Language	Japanese, Russian, Korean, Arabian
Role & responsibility	<ul style="list-style-type: none"> <li>• Provides daily inside sales support service to the sales force, ex. Answers technical inquiries and questions on prices and terms, resolves order problems of a technical nature, acknowledges of order related information</li> <li>• Sales leads qualification and follow up, support demo preparation, exhibitions, seminars, training customers, etc.</li> <li>• Develops sales strategies as assigned, and ways to improve sales efforts,</li> <li>• Assists field sales personnel in contacts with Customers from initial contacts, presentations, demonstrations and proposals to contract signing.</li> </ul>
Requirement	<ul style="list-style-type: none"> <li>• New graduates or working experience less than one year.</li> <li>• A degree in Electrical Engineering or related discipline</li> <li>• Highly customer oriented and self-motivated to learn new technologies and other technical knowledge.</li> <li>• Effective communicator and presenter.</li> <li>• Teamwork oriented, fosters relationships and a consensus builder.</li> <li>• A passion for selling</li> <li>• Fluency in written and verbal Japanese, or Russian or Korean or Arabian communication is a must.</li> </ul>
Title	Japan Key Account Manager (Japanese)
Role & responsibility	<ul style="list-style-type: none"> <li>• Set up sales goal and achieve plan</li> <li>• Set up key accounts development plan</li> <li>• Negotiate with customers and internal resources</li> <li>• Increase customer satisfactory</li> </ul>
Requirements	<ul style="list-style-type: none"> <li>• 8 years experience of working experience in Industrial Automation or related industries.</li> <li>• Minimum 5-year direct sales and key account (KA) management experience.</li> <li>• Able to communicate well with senior executives of Japanese Key Accounts.</li> <li>• A degree in Electrical Engineering or related discipline</li> <li>• Fluency in written and verbal Japanese communication is a must.</li> <li>• 日文檢定一級通過</li> <li>• Must be able to travel extensively via train or air in Japan</li> </ul>
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