CareerCross by JAC Recruitment

PR/086733 | Full-Remote Business Development Manager for Precision Machinery for Food Production in South Germany (m/d/f)

Job Information

Recruiter
JAC Recruitment Germany

Job ID
1503952

Industry
Other (Trade)

Job Type
Permanent Full-time

Location
Germany

Salary
Negotiable, based on experience

Refreshed
November 19th, 2024 10:32

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

COMPANY OVERVIEW
One of the top manufacturer in precision machines for food production line, is looking for Business Development Manager in South Germany(m/f/d).

JOB RESPONSIBILITIES

- Utilize all channels to conduct sales proposals for our products and explore new business opportunities through phone, email, social media, etc.
- Identify potential clients' needs, and propose tailored solutions that add value to their business
- Active participation in industry events and trade shows, and networking
- Penetration of the food production market in South Germany
- Key account management of existing accounts
- Reporting to the German entity in greater Düsseldorf
- Teamworking with Engineering dept and Inside Sales dept

JOB REQUIREMENTS

- Developing budgets and strategies for the sales department
- Analysis of the current situation, visualization, identification of issues and implementation of measures
- 2-3 years of experience in the machinery or parts sales for food production companies
- German mother tongue, English upper-intermediate (office language is English)
- Willingness to travel throughout South Germany

PREFERRED QUALIFICATIONS / SKILLS

- Experience working in a Japanese organisation or a Japanese-owned company, including understanding and collaborating with Japanese head office and colleagues

BENEFITS AND OTHERS

- Company car
- Laptop, mobile
- Annual leave 30 days
- Flexible working environment

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description