



PR/086758 | Sales - Activated Carbon (EMEA) (m/f/d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1503960

Industry

Chemical, Raw Materials

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

There is a leading manufacturer of activated carbon, with a production facility in the Philippines specializing in coconut shell-based activated carbon. The company is expanding our market presence in the EMEA region and are seeking a highly skilled and experienced sales executive to join the team.

JOB RESPONSIBILITIES

- Develop and execute sales strategies to expand our customer base in the EMEA region.
- Identify and establish relationships with primary and secondary processing manufacturers.

- Provide technical support and collaborate with R&D teams to address customer needs and develop new applications.
- Travel extensively to meet clients and attend industry events.
- Prepare and deliver sales presentations and proposals.
- Achieve sales targets and report on sales performance.

JOB REQUIREMENTS

- Minimum of 3 years of sales experience in the European activated carbon industry.
- Strong understanding of the activated carbon market, including primary and secondary processing manufacturers.
- Proven track record of achieving sales targets and developing new business.
- Ability to work independently and manage multiple priorities.
- Excellent communication and negotiation skills.
- Willingness to travel extensively.
- Technical background or experience in R&D support is a plus.
- Fluent in English; proficiency in German or Italian is an advantage.
- Understanding of Japanese business culture and willingness to adapt to our work environment.

BENEFITS AND OTHERS

- Working hours: 38h per week (with some flex)
- Home Office : Up to 2 times per week
- Paid leave : 30 days
- Commutation Allowance

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