



## PR/117753 | Sales representative

### Job Information

**Recruiter**

JAC Recruitment UK

**Job ID**

1504209

**Industry**

Restaurant, Food Service

**Job Type**

Permanent Full-time

**Location**

Netherlands

**Salary**

Negotiable, based on experience

**Refreshed**

November 19th, 2024 10:41

### 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: Food production company  
 (Comprehensive food production company with a specific focus on production and sales of marine products)  
 Position: Business Development  
 Location: Schiphol (Office base)  
 Salary: Euro 5,000 (negotiable) + Bonus (non guarantee)  
 Work type: Full time, Starting with 1 year contract (possibility with extension)

**Main Responsibilities:**

- All tasks related to business development.
- Developing a growth strategy focused on both financial gain and customer satisfaction.
- Conducting research to identify new markets and customer needs.
- Arranging business meetings with prospective clients.
- Promoting the company's products/services by addressing or predicting clients' objectives.
- Preparing sales contracts ensuring adherence to law-established rules and guidelines.
- Keeping records of sales, revenue, and invoices.
- Providing trustworthy feedback and after-sales support.

- Building long-term relationships with new and existing customers
- Business trips in Europe and Middle East

**Requirements:**

- At least 5 years' experience in sales of marine raw materials in Europe (B to B)
- Must hold a residence and work permit in the Netherlands
- Must be able to speak fluent level of English, Japanese skill is advantage
- Understanding of Japanese culture is plus
- Must have driving licence
- Starting after January 2025

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Company Description