



PR/086619 | Sales Development and Account Manager - Retail (m/f/d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1506360

Industry

Retail

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

November 26th, 2024 10:09

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

An artificial floral and seasonal home products decoration producer who has a long footprint in the global market for over 60 years.

KEY REQUIREMENTS

- Strong background in retail or wholesale business in the EU
- Experience in home decorations or sundries products
- German and English communication skills
- This position will be employed as a self-employed or independent consultant

JOB RESPONSIBILITIES

- Responsible for Germany and UK areas
- Contact with targeted retail stores for example JYSK, Butlers, Depot, Hema, Nanu Nana, Woolworth, Tedi, Next, Action, kik, CASA, MAISONS DU MONDE, etc.
- Implement customer acquisition strategies to grow the client base and penetrate the retail market
- Collaborate with team leader to develop and execute market strategies
- Leverage sales data to identify sales opportunities and develop targeted plans for improvement
- Conduct ongoing market research, including competitor analysis, economic and consumer trends monitoring, etc.
- Provide pricing and merchandise guidelines for customers
- Build and maintain relationships with new and existing customers, and work closely with them to identify their needs and requirements

JOB REQUIREMENTS

- Minimum 3 years of proven experience in Sales, Business Development, or Key Account Management
- Background in Retail or Wholesale is essential
- Able to work independently with less supervision
- Driving license class B
- Able to travel for business trips, meetings, and trade shows as needed
- Business level in German and English communication skills
- Eligible to work in Germany

BENEFITS & WELFARE

- 100% home office
- Bonus / Commission
- Company car or commutation support

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.

Company Description