



PR/086805 | Regional Sales & Account Manager (m/f/d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1506765

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

November 26th, 2024 11:27

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

OVERVIEW

A Japanese specialized manufacturer in the automotive industry is looking for a Regional Sales & Account Manager.

JOB RESPONSIBILITIES

- Conduct sales activities through travel to customer sites primarily in Europe and Japan/China.
- Build strong customer relationships through regular communication and networking.
- Collaborate with the Japan team on business, marketing, and pricing strategies, including occasional early morning meetings due to time differences.
- Tailor sales presentations based on opportunity analysis and lead contractual negotiations.
- Budget and forecast sales for assigned markets and customers, focusing efforts to meet targets.

- Prepare and respond to customer RFQs (Request for Quote) in line with company policies, ensuring compliance with standardized processes.
- Process orders using price lists and contracts, and resolve customer complaints by investigating issues and recommending solutions.
- Keep management updated with activity reports, meeting minutes, and sales forecasts.
- Monitor market competition by gathering information on pricing, products, and marketing techniques.
- Recommend product and strategy changes based on competitive analysis.
- Maintain professional knowledge through training, publications, and networking.

Customer & Sales Territory

- Tier 1s and Tier 2s in the automotive and/or industrial market in the EU and non EU states in the European region.
- Focused markets are Germany, France.

JOB REQUIREMENTS

- Min 3 years of sales experience in automotive industry, preferably in the market of automotive display technology or wider interior market.
- Basic computer skills (MS Office, SharePoint)
- Fluent in English and German
- Willingness to work in a multinational team
- Willingness to do business trips
- Experience or knowledge in Japanese working culture (preferred)

BENEFITS

- Home Office
- 30 days of paid leave
- Company car

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