



PR/086819 | Sales representative (m/f/d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1507506

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

December 3rd, 2024 10:28

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 semiconductor industry is looking for a Sales Representative (m/f/d).

JOB RESPONSIBILITIES

- Sales of semiconductor products to non-Japanese customers in the European market
- Acquisition of new customers/projects in the European market
- Negotiations with existing customers in the European market, including maintenance of relationships, delivery dates, prices, and business terms and conditions
- Implementation of various measures to expand sales in the European market (exhibitions, creation of sales promotion materials, strategy development)

- Communication, meeting and coordination with head office team and distributors
- Assist with sales assistant duties

JOB REQUIREMENTS

- Business level English must
- German, French, Italian or Spanish skills preferred
- Japanese skills welcome
- More than 3 years of sales experience (preferably in the semiconductor or electronic parts industry)
- Willing to travel (mainly in Europe)
- Driver's license
- Flexibility (including backup for team members during long vacations)
- Nice to have: Understanding of Japanese companies and Japanese corporate culture

BENEFITS

- 30 days of paid leave
- Permanent employment
- Flextime system
- Home office (2 days per week)

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