



PR/086828 | Sales Representative (Two-Wheeler) in Northern & Eastern Germany - 100% Remote (m/f/d)

## Job Information

**Recruiter**

JAC Recruitment Germany

**Job ID**

1507510

**Industry**

Other (Trade)

**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**

The European national two-wheel vehicle distributor who provides multi-international brands of mobility solutions. The company have been expanding business over Europe (Netherlands, Portugal, Belgium, Switzerland, France, and Germany).

**KEY REQUIREMENTS**

- Experience in sales, business development, or key account management
- Passion for 2-Wheel business
- Fluency in German and English is a must

**JOB RESPONSIBILITIES**

- Responsible for two-wheel products with a primary focus on B2B (dealers) customers in Northern and Eastern Germany
- Responsible for commercial activities with new and existing clients to develop networks and maximise performance
- Provide products and services advisory as a business partner to help customers (dealers) increase sales and achieve target
- Build and maintain relationships with key decision-makers of new and existing customers, and work closely with them to identify their needs and requirements
- Collaborate with internal team for budget and reports

**JOB REQUIREMENTS**

- At least 2 years of experience in Sales, Business Development, or Key Account Management
- Experience in the two-wheel or automotive industry will be advantageous
- Hands-on mentality with can-do attitude
- Flexible and willing to travel 80% of work
- Driving license class B
- Eligible to work in Germany

**BENEFITS**

- 100% Remote work
- 30 days of annual leave
- Performance bonus/commission
- Travelling expenses can be reimbursed
- Company car
- Fuel card
- Laptop and mobile phone are provided
- Remote work with flexible working hours

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**Company Description**