



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

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1512937

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

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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

Company Description