



PR/086864 | Client Manager(f / m / d)

## Job Information

### Recruiter

JAC Recruitment Germany

### Job ID

1516395

### Industry

IT Consulting

### Job Type

Permanent Full-time

### Location

Germany

### Salary

Negotiable, based on experience

### Refreshed

February 4th, 2025 14:00

## 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 OVERVIE

Founded in 1952 as a major Japanese telecommunications carrier, the company was later privatized in 1985. Leveraging its long history and global network and resources, the company provides a wide range of services to companies and organizations in Germany, including Network, Data center, Cloud services, Cyber security, and Consulting. In addition, the company is committed to the development of environmentally friendly technologies and services with the aim of realizing a sustainable society.

### JOB RESPONSIBILITIES

As a Client Manager, you will begin by building and maintaining relationships with major clients. Approximately 70% of your work will be with existing clients, and you will be responsible for understanding their needs and planning, executing, and managing projects in IT solutions based on those needs. The remaining 30% will be responsible for generating new projects from existing clients and developing new clients.

You will propose the best IT solution for the client's business problem and work with internal Pre-Sales, engineering teams,

and external partners to support the success of the project. The counterparts you will deal with are not only IT Managers, but also, for example, production engineering staff at factories and factory automation-related proposals to utilize information obtained from production facilities. Furthermore, we evaluate the progress and results of projects and find areas for improvement to ensure client satisfaction and support business growth.

### Points of Attraction

- As a Client Manager, you will gain experience in sales to the company's stable and large client base.
- The company is dynamic and can propose not only traditional IT infrastructure and data center solutions, but also a wide range of solutions such as smart factories, generative AI, and ERP (SAP).
- The location will be Düsseldorf or Frankfurt, and you will be onboarded with the support of an existing sales team.

### JOB REQUIREMENTS

COMPETENCY ("Must") \*Must meet all of the following requirements

- Bachelor degree or higher
- Minimum 3 years of corporate sales experience in the IT industry
- Business level English proficiency

[Preferred Requirement].

- Business level German language skills
- Experience in solution sales rather than single product
- Always interested in the latest technologies, such as generative AI, etc.

### BENEFITS

- Fixed-term employment for 1 year

\*There is a possibility of extending the employment contract due to strong business. There is a track record of switching to permanent employment.

- Flex time system
- Company car available
- Remote work is possible.
- Location: Dusseldorf or Frankfurt

Apply online or feel free to contact me directly for more information about this opportunity.

#LI-JACDE

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Company Description