



PR/086865 | Business Developer for Beverage(m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1516397

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

March 4th, 2025 13:01

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 OVERVIEW

A famous Japanese alcohol brewery company with over a hundred years of history is looking for a Business Developer for Beverage(m/f/d) based in Düsseldorf. The European headquarters is responsible for sales and marketing in Europe, Russia, and the Middle East, frequency of business trips are also requested. Although the organization is still relatively small, its business is expanding and gradually strengthening its structure, particularly its sales team.

JOB RESPONSIBILITIES

- Collecting beneficial information related to new markets and channels and reporting to the Company in a timely manner
- Learn and get insight into the beer business and markets (both on- and off-site) by doing job, supported by the expat sales team in Düsseldorf and the French, Italian and German sales manager

- Closely working with wholesalers and diverse customers, establish trust among them, develop and strengthen the network
- Intensive CRM
- Always look out for market intelligence, new trends, and business opportunities by talking to the “market” and sharing the information with the sales team and the French, Italian and German colleague
- Develop strategies and actions for sales and marketing to exploit business opportunities together with the sales team in Dusseldorf
- Expand business in the designated markets
- Participate, initiate and facilitate sales, customer events
- Responsible for social media marketing (Facebook, X, Instagram etc.) for the designated markets
- Establish and develop intensive network among food and beer experts and influencers
- Business travels in the designated markets, also to Japan (sometimes)
- Making market/trend report of mainly Spain monthly basis.

JOB REQUIREMENTS

- Customer acquisition (top priority)
- Academic degree in any subject, or any professional/vocational qualification
- Some years of sales experience of both on- and off-channel, preferably in FMCG (preferably related to beer), hospitality sector, or brand goods business
- Strong interest in Japan, Japanese food, culture
- Willing to work in the long term
- Eager to operate not only in Spain but also in other European countries
- A dynamic and participative team player in a multinational environment
- Proactive and easily accessible
- Strong communication and presentation skills for various level of counterparts
- English business, Japanese and any other European language is a plus
- Driving license
- Good knowledge of MS Office

BENEFITS FURTHER

- Annual holidays: 30 days/year
- Working hours: 40 hours/week (flexible)

applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description