



PR/086871 | Business Development Manager – Chemicals (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1516404

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

January 21st, 2025 10:35

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

Our client is one of the leading trading companies, engaging in a variety of business areas: chemicals, compounds, nutrition, agriculture, machinery, energy, food, healthcare, and logistics. With offices in over 60 countries globally and 14 offices in EU.

KEY REQUIREMENTS:

- Strong background or obtained degree in Chemicals
- Nutrition or agriculture will be considerable
- Business fluent English communication skills (German is not mandatory)
- Excellent interpersonal and communication skills

JOB RESPONSIBILITIES:

- This position will be responsible for all sales and business development activities within the nutrition and agricultural product sector with assigned operation areas in European countries.
- Expand and develop networks with organisations (B2B), especially in the field of nutrition and agricultural manufacturers.
- Acquire new potential clients into the portfolio.
- Support sales growth activities.
- Process import and export orders including corresponding documentation, and logistic management.
- Possess credit assessment, application for credit lines, credit line review, and monitoring of credit line maturities including risk management documents.
- Maintain relationships with existing and new customers.

JOB REQUIREMENTS:

- At least 3 years of experience in Sales, Business Development, or Key Account Management
- Experience in trading business
- Knowledgeable in nutrition and agriculture will be advantaged
- Flexible and willing to travel 30% of work
- Driving license class B
- Eligible to work in Germany

BENEFITS:

- Hybrid work (3 days at the office and 2 days home office)
- Working hours 38.5 hours per week
- 30 days of annual leave
- Performance bonus
- Christmas bonus
- Company's carpool
- Capital gain
- Accident insurance
- Transportation support
- Vacation bonus
- Internal and external training
- Laptop and mobile phone are provided

Company Description