



PR/086878 | Sales & Key Account Manager - DACH (Contact Lens Products) (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1517622

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

January 28th, 2025 10:39

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

An international contact lenses manufacturer who operates business in global markets for over 30 years with a strong focus on innovation and affordable contact lens products.

KEY REQUIREMENTS

- Minimum 5 years of experience in Sales, Business Development, or Key Account Management
- Experience in contact lens products is the essence
- Business level in German and English communication skills

JOB RESPONSIBILITIES

- Manage business in DACH area with responsibility for key account management, sales, budgeting, and customer service
- Ensure a good understanding and knowledge of the company's products and services
- Develop business the DACH area in order to maximise market presence and achieve sales targets through distributors, optical retail chains, pharmacy retail chains, and online retailers as well as direct sales to independent stores
- Maintain relationships with existing clients and together grow business opportunities with new clients
- Study market trends and competitors information
- Monitor and analyse sales budget to maximise business profits
- Participate in trade fairs, congresses, conferences, and seminars to increase the noticeability of products and company

JOB REQUIREMENTS

- Able to work independently with less supervision
- Flexible and willing to travel overseas for business trips
- Driving license class B
- Eligible to work in Germany

BENEFITS AND WELFARE

- 100% Home office
- Annual Leave 30 days
- Lease car / Mileage Claim
- Fuel, toll, parking reimbursement
- Sales incentive

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#countrygermany

Company Description