



PR/086877 | [Home Office] PPE Sales Specialist - EMEA (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1521721

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

March 25th, 2025 01:00

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 Overview

This company is a leading Japanese manufacturer with a significant global footprint. It is renowned for setting industry standards in the production of industrial products, architectural products, and plastic hardware.

With a history spanning over 90 years, the company is celebrated for its dedication to quality, innovation, and sustainability. It operates in more than 70 countries, utilizing the unique characteristics of each region to propel its business forward.

Job Responsibilities

- Sales Support and Training:
 - Provide sales support and training to sales representatives across Europe, focusing on regions such as Eastern Europe, Southern Europe, North Africa, and Turkey.
- Strategic Guidance:
 - Develop and implement sales strategies, and guide local sales teams to enhance their effectiveness and

achieve sales targets.

- Tender Management:
 - Oversee and participate in government and major manufacturer tenders, ensuring the company's products are specified and promoted effectively.
- Customer Engagement:
 - Accompany sales representatives on visits to key clients, including government agencies and major manufacturers, to build relationships and secure business.
- Talent Development:
 - Contribute to the professional development of sales representatives through mentoring and coaching, ensuring they have the skills and knowledge needed to succeed.

Job Requirements

- Sales Skills and Experience:
 - Proven sales skills and experience, with the ability to develop and implement effective sales strategies.
- PPE Knowledge and Expertise:
 - In-depth knowledge and experience in the PPE industry, including familiarity with government and major manufacturer tenders.
- Language Proficiency:
 - Proficiency in English is essential.
- Driver's License:
 - A valid driver's license is required.

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.

#LI-JACDE

Company Description