



PR/086928 | Japanese English Speaking Sales Representative in Düsseldorf

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1527445

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

March 18th, 2025 11:25

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 prominent player in the European market, specializing in the import, export, and sale of electronic materials, chemicals, and synthetic resins. With its headquarters located in Düsseldorf, Germany, the company operates across various sectors, including chemicals, energy, automobiles, and life sciences.

The organization is known for its innovative approach and commitment to sustainability, focusing on developing eco-friendly materials and solutions. It collaborates with local subsidiaries and other divisions to identify and capitalize on market opportunities. The company also emphasizes maintaining high-level industry contacts and understanding market trends to stay competitive.

In addition to its core business activities, the company is dedicated to providing exceptional customer service and building long-term relationships with clients. It frequently engages in market research and analysis to adapt to the ever-changing

industry landscape.

JOB RESPONSIBILITIES

- Conduct research and gain an understanding of the European market based on sector-specific criteria.
- Establish, develop, and maintain relationships with high-level decision-makers in the industry.
- Identify and engage with the buying center and customer support functions (e.g., Planning, Purchasing, R&D, Finance).
- Analyze market trends and production methods.
- Oversee the development and coordination of identified opportunities in collaboration with other divisions and local subsidiaries.
- Monitor the market and competitors.
- Visit customer locations to professionally present company products, services, and pricing.
- Keep accurate records to develop sales forecasts for each account in our system.
- Generate and process new sales leads.

JOB REQUIREMENTS

- Possess a university degree, MBA, or equivalent academic qualification.
- Exhibit intellectual curiosity and the ability to quickly learn new solutions and technologies, understanding the value delivered to various buyers.
- Show passion for sales and building positive relationships.
- Have an interest in working within international organizations and settings.
- Demonstrate effective teamwork, networking, and collaboration skills, with the ability to get things done in a matrixed environment with distributed teams.
- Combine strategic and tactical imperatives effectively.
- Possess strong verbal and written communication skills.
- Show the ability to work in unstructured environments and situations, providing self-direction and self-motivation.
- Exhibit strong communication and interpersonal skills at all business levels.
- Be fluent in English and Japanese, with proficiency in an additional language being a plus.
- Be willing to travel frequently within the EU region and intercontinentally.
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BENEFITS FURTHER

- Paid leave: 30 days
- Home office options (2 days per week) after probation period
- Variable bonus
- Commutation allowance
- Working hours: 38.5 hours

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.

Company Description