



PR/086619 | Sales Development and Account Manager - Retail (m/f/d)

#### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントドイツ

#### 求人ID

1503871

#### 業種

小売

#### 雇用形態

正社員

#### 勤務地

ドイツ

#### 給与

経験考慮の上、応相談

#### 更新日

2024年11月19日 10:29

#### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

#### 募集要項

#### COMPANY OVERVIEW

An artificial floral and seasonal home products decoration producer who has a long footprint in the global market for over 60 years.

#### KEY REQUIREMENTS

- Strong background in retail or wholesale business in the EU
- Experience in home decorations or sundries products
- German and English communication skills
- This position will be employed as a self-employed or independent consultant

**JOB RESPONSIBILITIES**

- Responsible for Germany and UK areas
- Contact with targeted retail stores for example JYSK, Butlers, Depot, Hema, Nanu Nana, Woolworth, Tedi, Next, Action, kik, CASA, MAISONS DU MONDE, etc.
- Implement customer acquisition strategies to grow the client base and penetrate the retail market
- Collaborate with team leader to develop and execute market strategies
- Leverage sales data to identify sales opportunities and develop targeted plans for improvement
- Conduct ongoing market research, including competitor analysis, economic and consumer trends monitoring, etc.
- Provide pricing and merchandise guidelines for customers
- Build and maintain relationships with new and existing customers, and work closely with them to identify their needs and requirements

**JOB REQUIREMENTS**

- Minimum 3 years of proven experience in Sales, Business Development, or Key Account Management
- Background in Retail or Wholesale is essential
- Able to work independently with less supervision
- Driving license class B
- Able to travel for business trips, meetings, and trade shows as needed
- Business level in German and English communication skills
- Eligible to work in Germany

**BENEFITS & WELFARE**

- 100% home office
- Bonus / Commission
- Company car or commutation support

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.

---

会社説明