



PR/086758 | Sales - Activated Carbon (EMEA) (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

1503960

業種

化学・素材

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 10:32

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

There is a leading manufacturer of activated carbon, with a production facility in the Philippines specializing in coconut shell-based activated carbon. The company is expanding our market presence in the EMEA region and are seeking a highly skilled and experienced sales executive to join the team.

JOB RESPONSIBILITIES

- Develop and execute sales strategies to expand our customer base in the EMEA region.
- Identify and establish relationships with primary and secondary processing manufacturers.

- Provide technical support and collaborate with R&D teams to address customer needs and develop new applications.
- Travel extensively to meet clients and attend industry events.
- Prepare and deliver sales presentations and proposals.
- Achieve sales targets and report on sales performance.

JOB REQUIREMENTS

- Minimum of 3 years of sales experience in the European activated carbon industry.
- Strong understanding of the activated carbon market, including primary and secondary processing manufacturers.
- Proven track record of achieving sales targets and developing new business.
- Ability to work independently and manage multiple priorities.
- Excellent communication and negotiation skills.
- Willingness to travel extensively.
- Technical background or experience in R&D support is a plus.
- Fluent in English; proficiency in German or Italian is an advantage.
- Understanding of Japanese business culture and willingness to adapt to our work environment.

BENEFITS AND OTHERS

- Working hours: 38h per week (with some flex)
- Home Office : Up to 2 times per week
- Paid leave : 30 days
- Commutation Allowance

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.

#JACDE #jacgermany

会社説明