



PR/086733 | Full-Remote Business Development Manager for Precision Machinery for Food Production in South Germany (m/d/f)

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

1506435

業種

その他（商社）

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26日 10:12

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

One of the top manufacturer in precision machines for food production line, is looking for Business Development Manager in South Germany(m/f/d).

JOB RESPONSIBILITIES

- Utilize all channels to conduct sales proposals for our products and explore new business opportunities through phone, email, social media, etc.
- Identify potential clients' needs, and propose tailored solutions that add value to their business
- Active participation in industry events and trade shows, and networking
- Penetration of the food production market in South Germany
- Key account management of existing accounts
- Reporting to the German entity in greater Düsseldorf
- Teamworking with Engineering dept and Inside Sales dept

JOB REQUIREMENTS

- Developing budgets and strategies for the sales department
- Analysis of the current situation, visualization, identification of issues and implementation of measures
- 2-3 years of experience in the machinery or parts sales for food production companies
- German mother tongue, English upper-intermediate (office language is English)
- Willingness to travel throughout South Germany

PREFERRED QUALIFICATIONS / SKILLS

- Experience working in a Japanese organisation or a Japanese-owned company, including understanding and collaborating with Japanese head office and colleagues

BENEFITS AND OTHERS

- Company car
- Laptop, mobile
- Annual leave 30 days
- Flexible working environment

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 #countrygermany

会社説明