



PR/086719 | Business Development Manager (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

1507562

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12月03日 10:30

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

confidential

JOB RESPONSIBILITIES

You will be responsible for customer acquisition and project/team management for the sales of software and hardware on our Platform. We are looking for individuals who are committed to achieving goals in a global environment.

- Conduct business negotiations with customers (automotive, battery manufacturers, etc.) and secure deals
- Execute necessary activities with the team, including presentations to customers, negotiations with domestic and international clients, and contract reviews (with legal support)
- Develop repeatable negotiation patterns from a series of customer negotiations
- Share and facilitate customer requirements and feedback internally, and incorporate them into product development

with technical members

- Perform customer success tasks, such as providing after-sales support and project management.
- Analyze and consider information such as market reports, including customer feedback and technical perspectives, to contribute to strategic planning and valuable proposals to customers
- Share useful industry trend information with the team

JOB REQUIREMENTS

Must have:

- Minimum of 3 years of experience in either a sales role or a technical role involving customer interaction in the manufacturing industry
- Experience related to lithium-ion batteries in academia or industry, particularly in sales, customer service, or consulting
- Business-level proficiency in English or higher
- Driving License

Nice to have:

- Experience in large-scale sales contracts with major companies in the lithium-ion battery industry
- Extensive network within the lithium-ion battery industry
- Experience in sales and support for the implementation of SaaS products
- Team management experience, including team composition and KPI management
- Strong sense of ownership and a track record of continuous efforts towards project achievement

BENEFITS

- Annual paid leave
- Complete social insurance coverage
- Remote work policy available
- Travel allowance (If you use your own vehicle for sales activities.)
- The cost of gasoline/electricity for sales activities.

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