



PR/086767 | Sales & Key Account Manager - DACH (Contact Lens Products) (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

1507594

業種

福祉・介護

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 10:31

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 international contact lenses manufacturer who operates business in global markets for over 30 years with a strong focus on innovation and affordable contact lens products.

KEY REQUIREMENTS

- Minimum 5 years of experience in Sales, Business Development, or Key Account Management
- Experience in contact lens products is the essence
- Business level in German and English communication skills

JOB RESPONSIBILITIES

- Manage business in DACH area with responsibility for key account management, sales, budgeting, and customer service
- Ensure a good understanding and knowledge of the company's products and services
- Develop business the DACH area in order to maximise market presence and achieve sales targets through distributors, optical retail chains, pharmacy retail chains, and online retailers as well as direct sales to independent stores
- Maintain relationships with existing clients and together grow business opportunities with new clients
- Study market trends and competitors information
- Monitor and analyse sales budget to maximise business profits
- Participate in trade fairs, congresses, conferences, and seminars to increase the noticeability of products and company

JOB REQUIREMENTS

- Able to work independently with less supervision
- Flexible and willing to travel overseas for business trips
- Driving license class B
- Eligible to work in Germany

BENEFITS AND WELFARE

- 100% Home office
- Annual Leave 30 days
- Lease car / Mileage Claim
- Fuel, toll, parking reimbursement
- Sales incentive

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.

#countrygermany

会社説明