



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

1510533

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12月11日 18:48

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