



PR/086825 | Customer Development Specialist (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

1512935

業種

その他（メーカー）

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

2025年01月07日 19:00

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 our Japanese clients, a global supplier for the manufacturing industry is looking for a Customer Development Specialist (m/f/d) .

JOB RESPONSIBILITIES

As a customer development expert, you will be responsible for focusing on upselling and cross-selling by making product service/technology proposals to major customers.

- Manage large portfolio of existing and new customers' accounts covering a full sales cycle from lead qualifications to working on engineering design proposals.
- Communicate with customers' design engineers, mechanical engineers, buyers or other engineering and technical personnel to resolve discrepancies and drive successful outcomes.
- Prospect, educate and qualify leads to create sales-ready opportunities via phone, email and other channels.

- Work with targeted companies to identify key contacts, uncover and create opportunities to drive growth of the sales funnel; relying on extensive experience and judgment to plan and accomplish goals.
- Review customer 2D drawings and 3D models, resolve any discrepancies, and identify callouts or specifications that require manufacturing expertise or attention.
- You will regularly report the progress of your projects and tasks to the sales director.

JOB REQUIREMENTS

- Undergraduate degree, preferably in a technical / engineering field, or equivalent experience.
- You have already gained 1-3 years of work experience in a B2B Industrial sales experience with manufacturing related products and services within the manufacturing industry desirable.
- Requires a self-motivated individual with enthusiastic phone personality.
- Good communications at all levels with excellent consultative selling skills.
- Working knowledge of contact resource management systems and Salesforce specifically is desirable.
- Working knowledge of 3D CAD is a plus, or ability to learn basic 3DCAD operation required.
- You have very good MS Office skills (especially Excel, PowerPoint, Teams).
- You have excellent written and spoken German and English skills.
- Experience in outbound calling is a plus.

BENEFITS

- Hybrid working (3 days remote / 2 days office)
- Jobticket/JobBike
- Training & Development (individual trainings, e-learning platform)

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