



PR/086864 | Client Manager(f / m / 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

1516395

業種

ITコンサルティング

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04月01日 20:00

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 OVERVIE

Founded in 1952 as a major Japanese telecommunications carrier, the company was later privatized in 1985. Leveraging its long history and global network and resources, the company provides a wide range of services to companies and organizations in Germany, including Network, Data center, Cloud services, Cyber security, and Consulting. In addition, the company is committed to the development of environmentally friendly technologies and services with the aim of realizing a sustainable society.

JOB RESPONSIBILITIES

As a Client Manager, you will begin by building and maintaining relationships with major clients. Approximately 70% of your work will be with existing clients, and you will be responsible for understanding their needs and planning, executing, and managing projects in IT solutions based on those needs. The remaining 30% will be responsible for generating new projects from existing clients and developing new clients.

You will propose the best IT solution for the client's business problem and work with internal Pre-Sales, engineering teams,

and external partners to support the success of the project. The counterparts you will deal with are not only IT Managers, but also, for example, production engineering staff at factories and factory automation-related proposals to utilize information obtained from production facilities. Furthermore, we evaluate the progress and results of projects and find areas for improvement to ensure client satisfaction and support business growth.

Points of Attraction

- As a Client Manager, you will gain experience in sales to the company's stable and large client base.
- The company is dynamic and can propose not only traditional IT infrastructure and data center solutions, but also a wide range of solutions such as smart factories, generative AI, and ERP (SAP).
- The location will be Düsseldorf or Frankfurt, and you will be onboarded with the support of an existing sales team.

JOB REQUIREMENTS

COMPETENCY ("Must") *Must meet all of the following requirements

- Bachelor degree or higher
- Minimum 3 years of corporate sales experience in the IT industry
- Business level English proficiency

[Preferred Requirement].

- Business level German language skills
- Experience in solution sales rather than single product
- Always interested in the latest technologies, such as generative AI, etc.

BENEFITS

- Fixed-term employment for 1 year

*There is a possibility of extending the employment contract due to strong business. There is a track record of switching to permanent employment.

- Flex time system
- Company car available
- Remote work is possible.
- Location: Dusseldorf or Frankfurt

Apply online or feel free to contact me directly for more information about this opportunity.

#LI-JACDE

会社説明