



PR/086865 | Business Developer for Beverage(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

1516397

業種

レストラン・フードサービス

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21日 10:35

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

A famous Japanese alcohol brewery company with over a hundred years of history is looking for a Business Developer for Beverage(m/f/d) based in Düsseldorf. The European headquarters is responsible for sales and marketing in Europe, Russia, and the Middle East, frequency of business trips are also requested. Although the organization is still relatively small, its business is expanding and gradually strengthening its structure, particularly its sales team.

JOB RESPONSIBILITIES

- Collecting beneficial information related to new markets and channels and reporting to the Company in a timely manner
- Learn and get insight into the beer business and markets (both on- and off-site) by doing job, supported by the expat sales team in Düsseldorf and the French, Italian and German sales manager

- Closely working with wholesalers and diverse customers, establish trust among them, develop and strengthen the network
- Intensive CRM
- Always look out for market intelligence, new trends, and business opportunities by talking to the “market” and sharing the information with the sales team and the French, Italian and German colleague
- Develop strategies and actions for sales and marketing to exploit business opportunities together with the sales team in Dusseldorf
- Expand business in the designated markets
- Participate, initiate and facilitate sales, customer events
- Responsible for social media marketing (Facebook, X, Instagram etc.) for the designated markets
- Establish and develop intensive network among food and beer experts and influencers
- Business travels in the designated markets, also to Japan (sometimes)
- Making market/trend report of mainly Spain monthly basis.

JOB REQUIREMENTS

- Customer acquisition (top priority)
- Academic degree in any subject, or any professional/vocational qualification
- Some years of sales experience of both on- and off-channel, preferably in FMCG (preferably related to beer), hospitality sector, or brand goods business
- Strong interest in Japan, Japanese food, culture
- Willing to work in the long term
- Eager to operate not only in Spain but also in other European countries
- A dynamic and participative team player in a multinational environment
- Proactive and easily accessible
- Strong communication and presentation skills for various level of counterparts
- English business, Japanese and any other European language is a plus
- Driving license
- Good knowledge of MS Office

BENEFITS FURTHER

- Annual holidays: 30 days/year
- Working hours: 40 hours/week (flexible)

applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACDE #countrygermany

会社説明