



PR/086871 | Business Development Manager – Chemicals (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

1516404

#### 業種

化学・素材

#### 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03月04日 13:01

#### 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

#### OVERVIEW

Our client is one of the leading trading companies, engaging in a variety of business areas: chemicals, compounds, nutrition, agriculture, machinery, energy, food, healthcare, and logistics. With offices in over 60 countries globally and 14 offices in EU.

#### KEY REQUIREMENTS:

- Strong background or obtained degree in Chemicals
- Nutrition or agriculture will be considerable
- Business fluent English communication skills (German is not mandatory)
- Excellent interpersonal and communication skills

**JOB RESPONSIBILITIES:**

- This position will be responsible for all sales and business development activities within the nutrition and agricultural product sector with assigned operation areas in European countries.
- Expand and develop networks with organisations (B2B), especially in the field of nutrition and agricultural manufacturers.
- Acquire new potential clients into the portfolio.
- Support sales growth activities.
- Process import and export orders including corresponding documentation, and logistic management.
- Possess credit assessment, application for credit lines, credit line review, and monitoring of credit line maturities including risk management documents.
- Maintain relationships with existing and new customers.

**JOB REQUIREMENTS:**

- At least 3 years of experience in Sales, Business Development, or Key Account Management
- Experience in trading business
- Knowledgeable in nutrition and agriculture will be advantaged
- Flexible and willing to travel 30% of work
- Driving license class B
- Eligible to work in Germany

**BENEFITS:**

- Hybrid work (3 days at the office and 2 days home office)
- Working hours 38.5 hours per week
- 30 days of annual leave
- Performance bonus
- Christmas bonus
- Company's carpool
- Capital gain
- Accident insurance
- Transportation support
- Vacation bonus
- Internal and external training
- Laptop and mobile phone are provided