



PR/086877 | [Home Office] PPE Sales Specialist - EMEA (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

1521721

#### 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02月11日 10:49

#### 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

This company is a leading Japanese manufacturer with a significant global footprint. It is renowned for setting industry standards in the production of industrial products, architectural products, and plastic hardware.

With a history spanning over 90 years, the company is celebrated for its dedication to quality, innovation, and sustainability. It operates in more than 70 countries, utilizing the unique characteristics of each region to propel its business forward.

#### Job Responsibilities

- Sales Support and Training:
  - Provide sales support and training to sales representatives across Europe, focusing on regions such as Eastern Europe, Southern Europe, North Africa, and Turkey.
- Strategic Guidance:
  - Develop and implement sales strategies, and guide local sales teams to enhance their effectiveness and

achieve sales targets.

- Tender Management:
  - Oversee and participate in government and major manufacturer tenders, ensuring the company's products are specified and promoted effectively.
- Customer Engagement:
  - Accompany sales representatives on visits to key clients, including government agencies and major manufacturers, to build relationships and secure business.
- Talent Development:
  - Contribute to the professional development of sales representatives through mentoring and coaching, ensuring they have the skills and knowledge needed to succeed.

### **Job Requirements**

- Sales Skills and Experience:
  - Proven sales skills and experience, with the ability to develop and implement effective sales strategies.
- PPE Knowledge and Expertise:
  - In-depth knowledge and experience in the PPE industry, including familiarity with government and major manufacturer tenders.
- Language Proficiency:
  - Proficiency in English is essential.
- Driver's License:
  - A valid driver's license is required.

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.

#LI-JACDE

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会社説明