



PR/086928 | Japanese English Speaking Sales Representative in Düsseldorf

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

1524168

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 10:30

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 prominent player in the European market, specializing in the import, export, and sale of electronic materials, chemicals, and synthetic resins. With its headquarters located in Düsseldorf, Germany, the company operates across various sectors, including chemicals, energy, automobiles, and life sciences.

The organization is known for its innovative approach and commitment to sustainability, focusing on developing eco-friendly materials and solutions. It collaborates with local subsidiaries and other divisions to identify and capitalize on market opportunities. The company also emphasizes maintaining high-level industry contacts and understanding market trends to stay competitive.

In addition to its core business activities, the company is dedicated to providing exceptional customer service and building long-term relationships with clients. It frequently engages in market research and analysis to adapt to the ever-changing

industry landscape.

JOB RESPONSIBILITIES

- Conduct research and gain an understanding of the European market based on sector-specific criteria.
- Establish, develop, and maintain relationships with high-level decision-makers in the industry.
- Identify and engage with the buying center and customer support functions (e.g., Planning, Purchasing, R&D, Finance).
- Analyze market trends and production methods.
- Oversee the development and coordination of identified opportunities in collaboration with other divisions and local subsidiaries.
- Monitor the market and competitors.
- Visit customer locations to professionally present company products, services, and pricing.
- Keep accurate records to develop sales forecasts for each account in our system.
- Generate and process new sales leads.

JOB REQUIREMENTS

- Possess a university degree, MBA, or equivalent academic qualification.
- Exhibit intellectual curiosity and the ability to quickly learn new solutions and technologies, understanding the value delivered to various buyers.
- Show passion for sales and building positive relationships.
- Have an interest in working within international organizations and settings.
- Demonstrate effective teamwork, networking, and collaboration skills, with the ability to get things done in a matrixed environment with distributed teams.
- Combine strategic and tactical imperatives effectively.
- Possess strong verbal and written communication skills.
- Show the ability to work in unstructured environments and situations, providing self-direction and self-motivation.
- Exhibit strong communication and interpersonal skills at all business levels.
- Be fluent in English and Japanese, with proficiency in an additional language being a plus.
- Be willing to travel frequently within the EU region and intercontinentally.
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BENEFITS FURTHER

- Paid leave: 30 days
- Home office options (2 days per week) after probation period
- Variable bonus
- Commutation allowance
- Working hours: 38.5 hours

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