



PR/086963 | Sales Representative for FMCG(m / w / d)

Job Information

Recruiter
[JAC Recruitment Germany](#)
Job ID

1541277

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

June 17th, 2025 10:01

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

A Japanese wellness products manufacturer with operations in over 70 countries is looking for a results-driven Sales Representative to grow business by managing distributor relationships and expanding sales channels. This role involves executing sales strategies, enhancing brand presence, and identifying new business opportunities.

Job Responsibilities

- Lead sales activities to achieve company targets, adjusting strategies as needed.
- Maintain strong relationships with distributors, introducing new products and expanding their SKU range.
- Develop and implement in-store expansion plans, branding initiatives, and display optimization.
- Research and reach out to potential clients to develop new sales channels.

- Conduct meetings, training sessions, and attend industry events.
- Identify prospects, manage the sales cycle, and close new business deals.
- Collaborate with internal teams to ensure efficient inventory management and order fulfillment.
- Prepare reports, proposals, and other documentation to support business decisions.
- This role requires business travel for market expansion efforts and industry events.

Job Requirements

- 3+ years of proven experience in sales, business development, or account management.
- Strong communication and relationship-building skills.
- Ability to analyze market trends and identify growth opportunities.
- Valid driver's license.
- Legal authorization to work in Germany (citizenship, permanent residency, or valid work visa).
- Business-level English proficiency.

〈Preferred Skills〉

- Experience in the retail and wholesale industry
- Conversational level Japanese language skills
- Additional language skills in German or Czech, Slovak, Hungarian native languages are a plus.

Apply online 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.

Company Description