



PR/086970 | Sales Director EMEA - Contact Lenses (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1541280

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

Netherlands

Salary

Negotiable, based on experience

Refreshed

May 20th, 2025 12:51

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

OVERVIEW

An international contact lenses manufacturer who operates business in global markets for over 30 years with strong focus on innovation and affordable contact lenses products.

KEY REQUIREMENTS:

- Strong background in contact lenses or eye care products
- Extensive network with distributors, optical/pharmacy retailers, etc.
- Experience in sales, business development, or key account management, especially in EU or EMEA will be advantageous

JOB RESPONSIBILITIES:

- Products: Disposal contact lenses, lens care solutions, and cosmetic colour lenses
- Responsible areas: Europe, Middle East, and Africa
- Targeted clients: Distributors, optical retail chains, pharmacy retail chains, online retailers, as well as direct sales to independent stores
- Manage business in the EMEA area with responsibility for key account management, sales, business expansion, and budgeting
- Maximise market presence and achieve sales targets through targeted clients
- Maintain relationships with existing clients and together grow business opportunities and connections with new clients
- Manage sales teams in Germany and Spain
- Monitor and analyse sales budget to maximise business profits
- Participate in trade fairs, congresses, conferences, and seminars to increase the noticeability of products and the company

JOB REQUIREMENTS:

- Minimum 5 years of professional experience in sales, business development, or key account management
- Team management experience
- Able to work independently with less supervision
- High self-motivation
- Flexible and willing to travel overseas for business trips
- Driving license class B
- Eligible to work in EU
- Business level in English communication skills

BENEFITS:

- 100% remote work
- Flexible working hours
- 30 days of annual leave
- Sales incentive/bonus
- Lease car / Mileage Claim
- Fuel, toll, and parking reimbursement

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Company Description