



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

## Job Information

### Recruiter

JAC Recruitment Germany

### Job ID

1549765

### Industry

Healthcare, Nursing

### Job Type

Permanent Full-time

### Location

Netherlands

### Salary

Negotiable, based on experience

### Refreshed

July 8th, 2025 17:33

## 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