

# PR/087038 | Sales Representative - Sales Division Mechatronics group (m / f / d)

### Job Information

# Recruiter

JAC Recruitment Germany

### Job ID

1549792

#### Industry

Other (Manufacturing)

### Job Type

Permanent Full-time

#### Location

Czech Republic

### Salary

Negotiable, based on experience

#### Refreshed

October 15th, 2025 01:00

### General Requirements

# **Career Level**

Mid Career

### Minimum English Level

None

# Minimum Japanese Level

None

### **Minimum Education Level**

Associate Degree/Diploma

### Visa Status

No permission to work in Japan required

### Job Description

## **COMPANY OVERVIEW**

Our client -a Japanese trading company seeking a proactive and technically-oriented Sales Representative to join our Equipment Division team in the Czech Republic. You will be responsible for handling industrial equipment sales activities, including supplier negotiation, project coordination, and technical communication with both suppliers and customers across the EU. You will support Japanese and local manufacturers mainly in the automotive sector. A large portion of equipment is procured from China, so communication with Chinese suppliers is essential. Occasional domestic and international business trips will be required.

### JOB RESPONSIBLITIES

- · Sales of industrial equipment and production machinery to manufacturers (especially automotive-related)
- · Project coordination from quotation to delivery, installation, and after-service support
- · Communication and negotiation with customer and suppliers.
- Maintaining relationships with existing clients and developing new customer base
- · Preparing technical quotations and contracts and other required documents
- Reporting to and cooperating with headquarters in Japan and other branches
- · Supporting coordination of logistics, installation, and after-sales follow-up

• Visiting customer sites as necessary (Czech ,Poland, Slovakia, Hungary and Germany)

#### JOB REQUIREMENTS

- · Czech (native speaker level),
- English communication skills (minimum B2 level)
- University graduate, preferably in engineering or technical field
- Experience in sales of industrial equipment or technical products
- · Experience in automotive or manufacturing industry preferred
- · Strong sense of responsibility and proactive mindset
- · Ability to work independently and as part of a team
- Willingness to travel for business purposes (mainly EU)
- Basic knowledge of Microsoft Office (Excel, Word, PowerPoint, Outlook)

### **BENEFITS**

- Work in a global trading company with deep roots in Japanese manufacturing
- Support cutting-edge manufacturing with international equipment solutions
- Take part in creating new business opportunities in Central and Eastern Europe
- Hybrid work style and flexible business culture
- Gain international experience through cross-border projects and client relationships

Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description