



PR/087046 | Sales Executive – Modern Trade (m / f / d)

Job Information

Recruiter

[JAC Recruitment Germany](#)

Job ID

1549797

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Germany

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

The leading Asian products company with a global presence. Providing authentic and unique product lines which well-recognised by top-notch restaurants and all users around the world.

KEY REQUIREMENTS:

- Minimum 3 years of proven experience in sales, business development, or key account management
- Experience in the food, beverage, or consumer goods industries
- Business level in German and English communication skills

JOB RESPONSIBILITIES:

- The ideal candidate will be responsible for all sales and business development as well as key account management activities.
- Accountable for business expansion and penetration to targeted modern trade customers and distributors for example, supermarkets, retail chains, department stores (Aldi, Lidl, Kaufland, Edeka, Rewe, etc.) in Germany.
- Support distributors and trade partners to ensure their selling performance and commitment to deliver sales targets.
- Analyse and monitor market situation for competitiveness, distribution, and sales growth perspectives.
- Maintain relationships with existing and new customers.
- Collaborate with the sales teams across the continents.

REQUIREMENTS:

- Experience in contacting supermarkets, department stores, or retail chains
- High engagement with Asian cultures and foods.
- Willing to travel for business trips (2-3 times per week)
- A proactive approach with customer-oriented, professional demeanour, and high level of reliability
- Eligible to work in Germany
- Hold a German or EU driving license

BENEFITS:

- 100% remote work
- Flexible working hours
- 30 days of annual leave
- Private life and medical insurance
- Team incentive/bonus
- Car rental support

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Company Description