



PR/087107 | Full-remote Sales Manager of Southern Germany and Austria (m / f / d)

Job Information

Recruiter
[JAC Recruitment Germany](#)
Job ID

1549833

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

September 3rd, 2025 11:01

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 Overview

A global technology company with a long-standing presence in Europe is seeking a Sales Manager – Southern Germany & Austria to join its expanding sales team. The company is known for its innovative solutions in semiconductors, drive systems, and power electronics, and is committed to contributing to a sustainable, CO₂-neutral future.

Responsibilities

- Develop new business opportunities and expand the customer base in Southern Germany and Austria
- Maintain and strengthen relationships with existing clients through technical and commercial support
- Promote and sell electrical drive technologies, particularly frequency inverters
- Serve as the interface between customers and internal departments to ensure tailored solutions
- Participate in trade fairs and customer events to enhance brand visibility and client engagement

Requirements

- Degree in Electrical Engineering, Industrial Engineering, or a related field; or equivalent professional training
- Proven experience in technical sales, preferably in electrical drive technology
- Strong knowledge of frequency inverter systems is a plus
- fluent-level German and business-level English proficiency
- Valid driver's license and willingness to travel within Southern Germany and Austria
- Excellent communication and interpersonal skills with a proactive, team-oriented mindset
- Ability to work independently and remotely

Benefits

- Competitive salary and performance-based bonus
- Contributions to employee savings and pension schemes
- Flexible working hours and remote work setup
- 30+ vacation days per year
- A role that contributes to global ecological transformation
- A blend of tradition and innovation in a company with over a century of technological advancement
- A diverse, international work environment with flat hierarchies and open communication
- Comprehensive onboarding and regular team-building events

#LI-JACDE #countrygermany

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Company Description