



PR/087099 | Area Sales Manager(m / f / d) in Germany

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1552037

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

France

Salary

Negotiable, based on experience

Refreshed

January 27th, 2026 16:00

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 and Job Overview

A Japanese company producing innovative nonwovens fabrics is looking for an Area Sales Manager(m/f/d) in Germany.

Job Responsibilities

As Area Sales Manager, you will be responsible for strengthening the relationship with our existing customers as well as exploring our new market presence in Central and Eastern Europe, mainly Germany and Poland. The major market sector is for fruits and vegetables, especially potatoes and onions. You will work remotely from your home office in Germany and travel regularly to meet customers on site.

- Manage and develop existing customer relationships in the region
- Identify new business opportunities and actively drive growth
- Present and promote our packaging solutions directly to final customers and distributors
- Communicate clearly, confidently and appropriately at all customer levels: management and machine operators
- Take a hands-on approach and are actively involved in testing our products on customer machinery to ensure functionality and performance
- Monitor market trends and translate customer needs into solutions

- Represent the company at trade fairs and industry events
- Collaborate with internal teams across product development, production, logistics, and customer service
- Report and regular update to the Head of Sales EMEA

Job Requirements

- Work experience in the flexible packaging sector for several years, ideally in fruit & vegetable packaging
- Bachelor's degree or equivalent
- Strong interpersonal skills, solution orientation, and professional appearance
- Fluent in German, English, and Polish (written and spoken)
- High travel readiness (60–80%), valid driving license
- Comfortable working independently from a home office environment in Germany
- Proficient in using digital tools (CRM, MS Office, etc.)

BENEFITS

- One year contract
- Conversion to a permanent employment contract depends on market prospects and personal performance
- A challenging and varied role in a dynamic, future-oriented industry
- Company car
- Laptop, printer and mobile phone
- A stable international company culture with room to grow

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Company Description