



PR/087114 | Sales Representative (m / f / d) - Maritime Division

Job Information

Recruiter
[JAC Recruitment Germany](#)
Job ID

1552038

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

July 15th, 2025 10:52

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

Founded in Japan in 1934, this company specializes in commercial and professional audio and security equipment. With over 90 years of experience, they offer innovative solutions for public address systems, voice alarm systems, and intercom systems. Their products are designed to enhance safety and communication in various environments, including schools, hospitals, and airports. They are currently seeking talented sales professionals to join them as they establish their Maritime Division. This new division will focus on delivering innovative solutions that enhance safety and communication in maritime environments.

JOB RESPONSIBILITIES

- Develop and maintain strong relationships with commercial shipping clients.

- Identify and pursue new business opportunities within the maritime sector.
- Conduct product presentations and demonstrations to potential clients.
- Prepare and deliver customized system proposals and quotations.
- Engage in new business development activities to expand client base.
- Collaborate with the technical team to ensure the successful implementation of solutions.
- Provide ongoing support and training to clients on the use of our systems.
- Stay updated on industry trends and competitor activities.
- Achieve and exceed sales targets and KPIs.

JOB REQUIREMENTS

- Background in engineering, or a related field.
- Proven sales experience in the maritime industry.
- Ability to build and maintain long-term client relationships.
- Good knowledge of German and English, both spoken and written
- Driver's license

BENEFITS FURTHER

- A secure, permanent position in an international company.
- An open, collegial corporate culture with friendly communication ("Du").
- Comprehensive on-site training.
- 30 days of annual leave.
- Working hours: 38.5 hours per week (full-time).
- Flexible working hours and a balanced work-life balance.
- Home office 2 times/ week accepted (after completing probation period)
- Fresh fruit and beverages.
- Germany ticket subsidy.
- Company events.

Apply online or feel free to contact me directly for more information about this opportunity. 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