



PR/087134 | Sales Planner for Beverage (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1552529

Industry

Retail

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

September 30th, 2025 12:01

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 famous Japanese alcohol brewery company with over a hundred years of history is looking for a Sales Planner for Beverage (m/f/d) based in Düsseldorf. The European headquarters is responsible for sales and marketing in Europe, Russia, and the Middle East. Although the organization is still relatively small, its business is expanding and gradually strengthening its structure, particularly its sales team. Establishing a corporate strategy department and required staff for strengthening sales activities. For this role, it is requested to report to Corporate Strategy Manager, and information will be maintained regularly in other related departments, such as the sales and financial department, including Japan HQs, Data Provider, Customer Insights Firm, Market Research Company, etc.

Job Responsibilities

- Analyzing data to identify key business issues
- Enhancing the quality of business negotiations through the organization and effective use of diverse data
- Improving the quality and effectiveness of sales materials
- Gathering insights and conducting interviews to strengthen off-channel activities
- Refining and developing practical sales tools
- Creating and executing sales promotion initiatives, including social media marketing
- Supporting the skill development of sales representatives

Job Requirements

Business proficiency in English is mandatory, Japanese or any other European language is a plus
Over 5 years of experience as a sales planner or in a similar role within the FMCG industry
Academic degree in any subject, alternatively any professional / vocational qualification
Strong skills in analyzing market and sales data
Experience in market and consumer research
Proficient in shopper marketing strategies
Proven track record of leading initiatives to expand business operations
Solid experience in budget planning and management
Professional business etiquette and communication skills
Strong interest in Japan, Japanese food, culture
Willing to work in the long term
A dynamic and participative team player in a multinational environment
Proactive and easily accessible
Strong communication and presentation skills for various levels of counterparts

Benefits & Others

Working hours: 40 hours/week, Flexible
Annual holidays: 30 days/year

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