



PR/087141 | Sales Representative – Poland (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1553279

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

July 29th, 2025 10:39

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 well-established Japanese trading company specializing in Factory Automation (FA) solutions is seeking a dynamic and experienced Sales Representative to support its expansion in the Polish market. With strong operations across Europe and existing partnerships with major Japanese manufacturers in Poland, the company is now looking to strengthen its local sales presence. This role focuses on maintaining and expanding relationships with existing clients, while also gradually developing new business opportunities. The ideal candidate will have a solid background in B2B sales within the manufacturing sector and the ability to understand and communicate technical concepts related to FA products.

JOB RESPONSIBILITIES

- Manage and grow relationships with existing clients in Poland.

- Conduct regular client visits and build strong, trust-based partnerships.
- Understand client needs and propose appropriate FA solutions.
- Collaborate with internal technical teams to ensure smooth project execution.
- Identify new business opportunities and contribute to strategic market development.
- Provide basic technical support and product information when needed.
- Report market trends and customer feedback to the European headquarters.

JOB REQUIREMENTS

- Minimum 3–5 years of B2B sales experience in the manufacturing industry.
- Experience in Factory Automation (FA) or industrial equipment is a strong advantage.
- Ability to understand and communicate technical concepts effectively.
- Native-level Polish language skills.
- Business-level English proficiency (spoken and written).
- Strong interpersonal, negotiation, and presentation skills.
- Self-driven and capable of working independently from a home office.

BENEFITS FURTHER

- A unique opportunity to lead market development in Poland.
- Flexible remote work environment.
- Training and support from experienced FA professionals in Europe.

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