

**PR/118168 | Sales Engineer - Labels & Tapes Industry (Home based Office)****Job Information****Recruiter**[JAC Recruitment UK](#)**Job ID**

1555480

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Netherlands

Salary

Negotiable, based on experience

Refreshed

August 19th, 2025 10:48

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**Title**

Sales Engineer – Labels & Tapes Industry (Home Based Office)

Salary

Euro 50K - Euro 80,000 + a company car per annum

Job profile

A Japanese global Manufacturing company are looking for a Sales Engineer.

JOB DESCRIPTION

Main responsibilities

- Technical Sales & Consultation:
 - o Identify and acquire new leads from potential customers and end-user customers within your assigned territory in Germany and German spoken countries and customers, focusing on industries such as automotive, electronics, industrial manufacturing, etc.
 - o Maintain and develop strong relationships with existing key accounts, understanding their ongoing and future requirements.
 - o Provide in-depth technical consultation to customers, understanding their application challenges and proposing optimal LINTEC solutions.
 - o Conduct product presentations, demonstrations, and technical trainings for customers.
 - o Collaborate closely with customers to define technical specifications and requirements.

- Solution Development:
 - o Work in close cooperation with our teams in Europe and Japan R&D to develop customized solutions for complex customer applications.
 - o Translate customer needs and technical challenges into viable product solutions.
 - o Support to prepare quotations and proposals in German, outlining technical benefits and commercial value.

- Market Analysis & Strategy:
 - o Monitor market trends, competitor activities, and new technologies within the pressure-sensitive materials and film industry.
 - o Contribute to the development of sales strategies and market penetration plans for your region.
 - o Provide feedback from the market to internal teams to support product development and innovation.

- Reporting & Administration:
 - o Manage sales pipeline, forecast sales, and report on sales activities using CRM tools.
 - o Participate in sales meetings, trade shows, and industry events.

Who we are looking for

- Education: Bachelor's degree in Engineering (e.g., Mechanical Engineering, Materials Science, Chemical Engineering, Industrial Engineering) or a related technical field preferred, but not required.
- Experience: Proven experience(minimum 3-5 years) in sales, preferably in the label material or label printing industry, or Tapes, or adhesive industry.
- Sales & Communication Skills: Excellent communication, presentation, and negotiation skills. Ability to explain complex technical concepts clearly and persuasively to diverse audiences.
- Customer Focus: A genuine passion for understanding customer needs and providing highvalue solutions.
- Language Skills: Fluent in German and English (both written and spoken) is mandatory.
- Travel: Willingness to travel frequently within Germany and occasionally internationally for customer visits, trade shows, and internal meetings.
- Personal Attributes: Self-motivated, proactive, results-oriented, strong analytical and problem-solving skills, and a team player.

Language requirement

Fluent English & German

Qualifications

Driving License

Location

Stuttgart, or Munich, South Germany Areas

Visa

Eligible to work in Germany without any restriction

About our client

A Japanese global Manufacturing company

#LI-JACUK#MW

#citymunich

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Company Description