

# PR/087185 | Account Manager - Food (100% Remote) (m / f / d)

### Job Information

### Recruiter

JAC Recruitment Germany

### Job ID

1556324

#### Industry

Restaurant, Food Service

### Job Type

Permanent Full-time

#### Location

Germany

### Salary

Negotiable, based on experience

#### Refreshed

October 7th, 2025 03:00

### 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

### **OVERVIEW**

One of the biggest healthy food suppliers in EU, providing fresh products to over 4,000 customers across the western EU. With a rapidly growing rate in Germany, they are seeking an account manager to be responsible for the southern NRW area to penetrate the business into clientele in a wide range of industries.

### **KEY REQUIREMENTS:**

- · Professional experience in sales, business development, or key account management from any industry
- Career motivation for sales
- · Able to be based in Rheinland-Pfalz region
- Native German and Business English communication skills

### JOB RESPONSIBILITIES:

- The account manager plays a key role in business expansion and development in Rheinland Pfalz region due to the potential of the area.
- Mainly focusing on approaching new clientele (B2B) in the market in any industry.
- Offer the company's products to clients through cold and warm contacts.
- Maximise market presence and achieve sales target through targeted clients.
- Analyse and monitor market situation for competitiveness and sales growth perspectives.
- · Maintain relationships with existing and new customers.
- · Collaborate with the sales teams across countries.

### **REQUIREMENTS:**

- Professional Experience in sales, business development, key account management, or who can clearly articulate why you want to move into sales.
- · Career motivation for sales
- Able to be on the road 50% of the work
- Smart, mature, customer-centric, well-prepared, willing to learn, and goal-oriented
- · Having a healthy lifestyle and being a nature or animal lover
- Eligible to work in Germany and based in Rheinland Pfalz

#### **BENEFITS:**

- 100% Remote work
- · Flexible working hours
- · Annual leave starts from 24 days
- Salary increment after the probationary period
- Performance bonus
- · Company collective bonus
- · Company car for private use

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## Company Description