



## PR/118240 | Senior International Sales Executive (Lubricant / Chemical)

### Job Information

**Recruiter**

JAC Recruitment UK

**Job ID**

1560939

**Industry**

Petrochemical, Energy

**Job Type**

Permanent Full-time

**Location**

United Kingdom

**Salary**

Negotiable, based on experience

**Refreshed**

October 7th, 2025 11:38

### 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

Position: Sales Manager, Lubricant Division

Salary: 36K-38K / per annum. + Bonus

Location: Aldgate, London

Contract: Full-Time, Permanent

#### 【Responsibilities】

##### 1. Customer Management

- Building and maintaining good working relationships with distributors (Several countries including Poland, Lithuania, Latvia, and Estonia).
- Overseas business trips would be 1-2 times/month.

- Conduct both distributor management and direct sales.
- Obtain accurate forecasts from customers.
- Establish good relationships with customers to resolve conflicts and provide timely solutions.
- Ensure that contracts/agreements are concluded with the customer.
- Take initiative and cooperate in resolving quality-related matters.
- Generate new business by utilising existing and potential customer networks.

#### 1. Administration Management

- Manage a portfolio of accounts to achieve long-term success.
- Account and transaction status reporting.
- Set and track sales account targets in line with corporate objectives.
- Monitor sales metrics (e.g. quarterly sales results and annual forecasts).
- Recommend actions to improve sales performance and identify growth opportunities.
- Monitor customer AR amounts and credit lines on a regular basis.
- Complete payment of all invoices associated with assigned accounts.

#### 1. Other

- Support in the absence of the GM.
- Other duties to be added from time to time.
- Continuous improvement through feedback.

#### [Mandatory requirements]

- Experienced in Sales with Lubricants, Chemicals, or any manufacturing products
- Experienced in distributors management (preferably across EU)
- Being able to actively handle business trips 1-2 times/month.
- Strong English-speaking skills are essential
- Language(s) of Spanish/Polish/Baltic States will be an advantage, though not necessary

#### [Benefits]

- Private Medical Insurance
- Life insurance/income protection
- Full commutation allowance
- Annual health check
- 20 days of annual Leave, plus +10 days of company holidays

#LI-JACUK #YN

**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.

Privacy Policy Link: <https://www.jac-recruitment.co.uk/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.co.uk/terms-of-use>

---

## Company Description