



PR/087264 | Enterprise Sales Manager - Retail (100% Remote) (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1564999

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

December 23rd, 2025 09:01

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

OVERVIEW

Our client is a fast-growing company, providing innovative solutions to leading retailers to empower operations efficiency and business advantages. We are now looking for an experienced Enterprise Sales Manager to drive sales growth in the DACH market.

KEY REQUIREMENTS:

- Proven experience in sales, business development, or account management
- Must have strong relationships and connections with decision makers in retail chains
- Business level German and English communication skills

JOB RESPONSIBILITIES:

- Own and achieve the sales quota for DACH countries (Germany, Austria, and Switzerland), driving revenue growth.
- Develop and manage strategic relationships with the key decision makers of enterprise customers in the retail chains business (food and non-food)
- Lead the end-to-end sales process, including qualification, evaluation, and contract negotiation.
- Leverage marketing insights across geographies and collaborate with internal demand generation teams to build a strong sales pipeline.
- Identify and develop new business opportunities while expanding existing customer accounts.
- Stay updated on market trends, competitive landscape, and industry developments.
- Travel across DACH countries as needed to support sales efforts and strengthen customer relationships.

REQUIREMENTS:

- Professional experience in sales, business development, or key account management with a proven achievement record in exceeding sales targets in retailers
- Ability to build and execute successful sales strategies for enterprise markets
- Able to work independently
- Hunter sales attitude, eager to learn, goal-oriented, and high achievement motivation
- Excellent communication, negotiation, and relationship-building skills
- Eligible to work in Germany

BENEFITS:

- 25 days of annual leave
- 100% Remote work
- Company car with fleet card
- Laptop
- Mobile phone
- Bonus
- Flexible working hours

#LI-JACDE

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.de/privacy-policy>

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

Company Description