



CR/087300 | Sales Manager(f / m / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1569186

Industry

Chemical, Raw Materials

Job Type

Contract

Location

Germany

Salary

Negotiable, based on experience

Refreshed

January 27th, 2026 04:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

As part of a leading Japanese general trading group, we operate in Europe focusing on the sales and marketing of chemical-related products (including plastic-related chemical agents). We manage the entire commercial flow between suppliers and customers, including product proposals, price negotiations, and quality issue resolution. Leveraging our global network, we drive market development and business expansion across Europe.

POSITION OVERVIEW

As a **Sales Manager**, you will be responsible for multiple chemical products (primarily plastic-related chemical agents), leading revenue growth with a strong focus on new customer acquisition. Covering the entire European region, you will be expected to demonstrate comprehensive execution capabilities as a trading company sales professional, including supplier collaboration, price negotiations, deal structuring, and quality issue management.

Key Responsibility:

- **New Business Development (Europe-wide):** Identify target markets, create customer prospect lists, initiate approaches, and convert leads into business opportunities
- **Sales Process Management:** Budget planning, KPI setting, pipeline management, and progress reviews
- **Price Negotiation & Deal Execution:** Coordinate with suppliers, provide quotations, negotiate contract terms, and oversee order-to-delivery processes
- **Quality & Issue Resolution:** Handle initial responses to quality issues or claims, investigate root causes, propose corrective actions, and manage internal/external coordination
- **Data Utilization & Excel Skills:** Analyze sales, margins, supply-demand, and pricing; perform quotation calculations; prepare sales management reports (must be able to work independently with formulas, functions, and basic calculations)
- **Internal & External Communication:** Primarily in English, with German (for internal/local coordination) and Japanese (preferred for client interactions) as needed
- **Leverage European Network:** Collaborate with regional offices for marketing and opportunity development
- **Business Travel:** Customer and supplier visits, participation in trade shows and industry events (driver's license preferred)

KEY ATTRACTIONS

- **Opportunity for Growth:** Full ownership from planning to execution as a trading company sales professional, with early responsibility based on performance
- **Wide Scope & Network:** Cover the entire European region while leveraging the extensive network of a major Japanese trading group for broader market access and deal opportunities
- **Fast-Track Career Progression:** Local hires can aim for management roles; flexible grade advancement based on performance and capability
- **High-Impact Role:** Clear visibility of results through numbers, acting as the primary owner of assigned products and driving business success

REQUIREMENTS

Mandatory:

- Minimum **3 years of B2B sales experience** (preferably in chemicals or trading companies)
- **English:** Business level

Preferred:

- **German** (for internal/local coordination; native fluency not required)
- **Japanese** (preferred for client interactions but not mandatory)
- Basic knowledge of **trade operations** (Incoterms, import/export procedures, logistics, quality fundamentals)
- **Driver's license** (useful for business travel)

Benefits&Other Details

- **Employment Type:** Full-time
- **Contract Term:** 2-year fixed-term contract (with proven track record of permanent employment after completion)
- **Location:** Düsseldorf, Germany (responsible for Europe-wide operations)
- **Working Hours:** Flexible based on business and client needs (initial onboarding phase involves a steep learning curve)
- **Languages:** English (mandatory, business level), German & Japanese (preferred)
- **Travel:** Business trips within Europe for customer and supplier visits (driver's license preferred)

We look forward to receiving your application. For more detailed information, please feel free to contact us.

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Company Description