



PR/087307 | Key account manager(m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1569773

Industry

Petrochemical, Energy

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

February 17th, 2026 12:03

General Requirements

Minimum Experience Level

Over 6 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

■ Overview

As the European hub of a global industrial group, the company is engaged in the sales and technical support of lubricant and grease products. It provides high-performance, application-specific solutions for a wide range of industries, including automotive, industrial machinery, construction equipment, and HVAC systems.

Through close collaboration with the R&D department, the company develops customized solutions tailored to customer specifications and continues to expand its presence in the European market.

■ Position Purpose / Background

To further accelerate the growth of the lubricants and greases business in Europe, the company is seeking a Senior Manager responsible for customer management, business development, and global coordination.

This position has the potential to evolve into a leadership role overseeing the Marketing & Sales team in the coming years.

■ Responsibilities

Leadership / Organizational Role

Potential to lead the Marketing & Sales team within the next few years
 Contribute to the development of team strategy, operational execution, and organizational culture

Customer Management

Serve as the escalation point for existing key accounts, driving resolution of major issues
 Build and maintain strong relationships with B2B customers (e.g., automotive and industrial sectors)

Global Coordination

Act as the primary interface with global offices (e.g., Asia, North America) regarding technical requirements, product recommendations, and project progress
 Manage approval and qualification processes for global customers

Business Development & Market Expansion

Develop and execute strategies for new business acquisition and customer expansion in Europe
 Identify and commercialize new applications and niche markets
 Lead sustainability-related initiatives (e.g., CO₂ reduction, localization strategies, environmentally friendly materials)

Commercial & Operational Management

Develop and implement mid-term and short-term business plans
 Conduct commercial negotiations, price discussions, and prepare proposals
 Manage demand forecasting, order handling, and coordination with logistics, procurement, and finance
 Oversee accounts receivable and secure optimal cash flow KPI & Performance Management
 Set annual and quarterly KPIs and drive actions toward achieving them
 Report on sales, profit, and project activities

■ Requirements**Qualifications**

Background in science or engineering
 PhD is a plus
 Experience as a Key Account Manager is preferred

Experience

10+ years of experience in B2B industrial sales, account management, or project management
 Strong track record in new customer acquisition
 Experience with automotive or industrial products is advantageous Technical Knowledge
 Basic understanding of lubricants and tribology
 Knowledge of products and competitors in the European market is welcome

Skills

Excellent communication and presentation skills
 Strong customer-relationship-building capability
 High level of autonomy, creativity, and ability to collaborate within small teams

Languages

Business level English
 French language skills are a plus

Business Travel

Business travel within Europe and to the head office (Tokyo) as required

■ Expected Annual Salary

€100k- (negotiable)

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.

Company Description