



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., CO<sub>2</sub> 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)

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## Company Description