



PR/087326 | Telecom Sales Manager (100% Remote Work) (m / f / d)

## Job Information

**Recruiter**

JAC Recruitment Germany

**Job ID**

1572329

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Germany

**Salary**

Negotiable, based on experience

**Refreshed**

March 10th, 2026 14:00

## General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

## Job Description

**OVERVIEW**

A global telecommunication and radio technologies provider with advanced systems and solutions in a variety of product lines in diverse industries. Now expanding their business in DACH countries.

**KEY REQUIREMENTS:**

- Experience in sales or business development with a proven track record in the two-way radio frequency, wireless technologies, CCTV, or telecommunication industries.
- Business level in German and English communication skills

**JOB RESPONSIBILITIES:**

- Responsible for a wide range of wireless and telecommunication products and equipment for example smart radios, transceivers, professional mobile radio, LTE broadband, Tetra, DMR, 4G/5G systems, CCTV, etc.
- Play a crucial role in business expansion and development in targeted areas: Germany, Austria, and Switzerland (DACH)
- Leverage sales data to identify sales opportunities and develop comprehensive business strategies to accomplish sales objectives through distributors and resellers channels
- Maintain relationships with existing clients and together grow business opportunities with new clients
- Collaborate with the marketing team to develop promotional activities and campaigns as well as maximise market presence by participating in trade fairs, conferences, and seminars to increase the noticeability of the company and products

**JOB REQUIREMENTS:**

- The role requires experience in Sales, Business Development, or Key Account Management
- Background in telecommunication and radio technology/products
- Channel sales management experience is a must
- Able to travel in the assigned areas (DACH) and other countries in EU

**BENEFITS:**

- 100% Remote work
- 25 days of annual leave
- Car allowance 400€ per month (Gasoline included)
- Variable bonus
- Additional health insurance
- Laptop and mobile phone will be provided

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**Company Description**