



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