



PR/087342 | Sales Manager / Account Executive (Machine Tools & Industrial Equipment)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1574902

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

June 30th, 2026 01:00

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

Company and Job Overview

Japan's No.1 trading company in machine tools and tooling is looking for a Sales Manager / Account Executive (Machine Tools & Industrial Equipment) in Stuttgart.

Job Responsibilities

Own and grow sales for our machine tools portfolio across Germany, with potential expansion to neighboring countries. You will manage end user and distributor, drive new business, and act as the subject-matter expert for machine tools. This is a middle, German-native (or equivalent) client-facing role in a 4–5 person sales team, reporting to the Section manager.

- Develop and execute account plans for machine tools across Germany; expand to neighboring countries in the mid-term.
- Prospect and close opportunities with end user and sub distributor (SMEs incl. automotive tier-suppliers).
- Lead customer meetings (onsite/online), requirement gathering, solution proposals, quotations, and contract close.

- Coordinate with Japanese manufacturers on pricing, lead time, specs; manage AG/distributors where applicable.
- Prepare and deliver demos/exhibitions; support pre- and post-sales activities with Application Engineering.
- Maintain accurate pipeline, forecast, and KPIs aligned to revenue/gross margin targets.
- Close communication with Sales coordinator and engineering department.

Job Requirements

Must Have

- Native-level German and business-level English; strong written and verbal communication.
- Appx. 5 years of B2B sales experience in machine tools / cutting tools / industrial equipment; strong industry knowledge.
- Proven track record with manufacturing customers in Germany.
- Valid driver's license and willingness to travel on short trips within the region.
- Cultural fit with a Japanese-headquartered company and a local, multicultural team.

Nice to Have

- Experience selling CNC Lathe, CNC milling machine or similar machine tools; degree in Mechanical Engineering or equivalent technical background.
- Experience working with agents/distributors (AG) and managing supplier relationships.
- Familiarity with Incoterms, export/import basics, and exhibition operations.

Apply online for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

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.

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Company Description