



PR/118419 | German speaking Sales Manager

Job Information

Recruiter

JAC Recruitment UK

Job ID

1575433

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Netherlands

Salary

Negotiable, based on experience

Refreshed

February 3rd, 2026 10:52

General Requirements

Minimum Experience Level

Over 10 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

German speaking Sales Manager (DACH Region)

We are seeking a high-calibre **German speaking** Sales Manager to spearhead our market expansion across Germany, Switzerland, and Austria (the DACH region) from our Netherlands base. This is a pivotal role within a lean, expert team, offering significant autonomy and the opportunity to leverage your deep expertise in the construction machinery industry.

- Salary: EUR 100,000 – 150,000 including Holiday Allowance (commensurate with experience and qualifications).
- Work Arrangement: Hybrid.
 - Minimum requirement of one office visit per month.
 - We advocate for a flexible work-life balance; candidates residing near the German border are encouraged to apply.
- Travel: Monthly international travel (primarily by car, with occasional flights as required).

■The Role

Your primary focus will be the acquisition of new distributors and the strategic development of existing partnerships within the DACH region. As administrative support is provided by your colleagues, you will be empowered to focus entirely on front-line sales and business development.

- Formulate and execute sales strategies tailored to the German, Swiss, and Austrian markets.
- Identify and appoint new distributors to build a robust regional network.
- Provide product training, sales support, and campaign assistance to existing distributors while maintaining long-term relationships.
- Conduct market research and provide comprehensive reports on industry trends and competitor activity.

■Requirements

- **10–15 years of sales experience within the manufacturing sector.**
- **Direct sales experience in the construction machinery industry is essential, regardless of the number of years.**
- Native or fluent proficiency in German.
- Currently residing in (or willing to relocate to) the Netherlands, with a valid permit to work.
- Demonstrable experience in cross-border business development and distributor management.

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