



PR/087349 | Technical Sales Representative (100% Remote Work) (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1575436

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

February 3rd, 2026 10:54

General Requirements

Minimum Experience Level

Over 6 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

Our client is one of the largest plastic piping system manufacturers for electrical installation, construction, and smart manufacturing, exporting products to more than 30 countries.

KEY REQUIREMENTS:

- Experience in sales or key account management with a technical background in Electrical, Polymer, Chemical, or Material Engineering.
- Business level in German and English communication skills

JOB RESPONSIBILITIES:

- Promote and represent the company's products to engineers, contractors, installers, and construction companies in Germany.
- Provide technical support and hands-on training to customers before and after sales.
- Build and maintain long-term relationships with engineering offices and project consultants.
- Visit construction sites and distributors regularly to stay close to the market.
- Deliver engaging technical presentations and demonstrations.
- Identify new business opportunities and contribute to market development within assigned areas.
- Collaborate with the Commercial and Marketing teams to ensure unified communication and brand consistency.
- Monitor competitors and share insights on market trends and opportunities.
- Attend corporate events, trade fairs, and technical seminars.

JOB REQUIREMENTS:

- Minimum 5 years of experience in B2B sales or business development from the construction materials, polymer, or electronics business.
- Obtaining a technical education degree in Electrical, Electronic, Mechanical or Civil Engineering is preferred.
- Good understanding of the construction sector and installation systems.
- Valid driving license – Type B with willingness to travel.

BENEFITS:

- 100% Remote work
- 30 days of annual leave
- A company car
- Laptop and mobile phone will be provided
- Training abroad

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Company Description