



PR/087385 | Senior Sales professional (m / f / d)

## Job Information

### Recruiter

JAC Recruitment Germany

### Job ID

1580455

### Industry

Other (Trade)

### Job Type

Permanent Full-time

### Location

Germany

### Salary

Negotiable, based on experience

### Refreshed

June 23rd, 2026 16:00

## General Requirements

### Minimum Experience Level

Over 6 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

### Company and Job Overview

A Japanese company that specializes in the development, manufacture, sale, and export of automation machinery, pneumatic control components, pneumatic auxiliary components, and fluid control components.

The company is looking for an experienced Senior Sales professional (m/f/d) to accelerate business growth in Europe.

### Job Responsibilities

The ideal candidate has direct experience selling to semiconductor equipment manufacturers (OEMs) and can drive strategic expansion toward approx. 10–15 key accounts.

This role will also lead or support channel strategy, working closely with distributors across Europe.

### Key Missions (first 12 months)

- Develop and execute account plans for 10–15 strategic OEM accounts, securing design-in wins.
- Expand outreach to both equipment manufacturers (must) and device manufacturers (preferred).
- Build and manage distributor/channel strategy (coverage, KPI setting, quarterly reviews).
- Acquire product knowledge proactively and translate it into clear value propositions.

### Main Responsibilities

- Drive new business development and grow existing accounts in the semiconductor equipment sector.
- Engage engineering, procurement, and decision-makers to deliver solution-based proposals.
- Plan and lead channel management activities: partner selection, training, target setting, and performance monitoring.
- Collaborate with technical teams to propose customized solutions and support customer evaluations.
- Maintain accurate sales forecasts, pipelines, KPIs, and CRM updates.
- Provide competitive and market insights to shape go-to-market strategy.
- Rapid access to major accounts and ability to secure design-in opportunities within 6–9 months.
- Lead the optimization of the channel strategy.
- Mentor junior sales members and share best practices.

### Job Requirements

#### Must-have

- Proven track record in B2B sales to semiconductor equipment manufacturers (OEMs).
- Experience managing complex accounts with multiple stakeholders (engineering, procurement, etc.).
- Strong communication and presentation skills in English.
- Ability to independently learn technical product information and build persuasive narratives.

#### Preferred Qualifications

- Sales experience with device manufacturers (IDMs, foundries).
- Experience managing European distribution channels.
- Working knowledge of German.
- Engineering background or hands-on experience in semiconductor equipment/component industry.

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.

#LI-JACDE #countrygermany

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