



PR/087386 | Junior-level Sales professionals(m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1580456

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

March 31st, 2026 12:01

General Requirements

Minimum Experience Level

Over 1 year

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 a Junior-level Sales professionals(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.
- Execute account plans and daily sales activities, from lead generation to proposal and follow-up.
- Support technical discussions with the Application Engineer.
- Build customer relationships and grow into independent account ownership.

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.

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