



PR/087391 | Sales Staff (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1580459

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

June 9th, 2026 02:00

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 OVERVIEW

The company, based in Düsseldorf, is part of a major Japanese general trading group and is engaged in sales and marketing of chemical-related products across Europe, including plastics-related additives, electric materials, and specialty chemicals.

It operates as a full-function trading company, handling product proposals, price negotiations, contract coordination, quality issue management, and stable supply operations between suppliers and customers.

Leveraging a global network, the company continues to expand its business presence and market reach throughout Europe.

POSITION OVERVIEW

As a **Sales Staff (Europe)** based in Germany, you will be responsible for multiple chemical-related products—mainly plastics-related chemicals and engineering plastics—while driving business growth with a strong focus on new customer development.

The role covers the entire European region and requires comprehensive commercial capabilities, including supplier collaboration, price negotiation, project management, quality handling, and supply/stock/risk control typical of a trading company.

Key Responsibility:

- New Business Development (Europe-wide): market targeting, lead identification, outreach, and deal generation
- Sales Process Management: budgeting, KPI setting, pipeline management, progress monitoring
- Price Negotiation & Deal Execution: supplier collaboration, quotation, commercial term negotiation, order-to-delivery follow-up
- Quality & Issue Handling: first-level response to quality claims, root-cause investigation, corrective proposals, coordination with internal/external stakeholders
- Supply & Risk Control: stock monitoring, delivery supervision, trade risk control, credit line management
- Data Analysis / Excel Work: sales, margin, supply-demand, pricing analysis; quotation calculations; creation of sales reports
- Market Intelligence: collection of customer, supplier, and market information for strategy development
- Multilingual Communication: use of English as the main language; German (internal/local coordination) and Japanese (customer communication) advantageous
- Collaboration with European Network: joint project exploration and marketing with regional offices
- Business Travel: customer/supplier visits, exhibitions, industry events (driver's license preferred)

KEY ATTRACTIONS

- Strong autonomy & growth opportunities: ability to lead the entire commercial cycle from planning to execution
- Coverage of the entire European market: wide access to business opportunities via an extensive corporate network
- Fast-track career potential: promotion possibilities based on performance and competence, including management roles
- High-impact role: take ownership of product lines and directly drive business results
- International work environment: collaboration with multicultural teams
- Comprehensive benefits: strong support packages typical of a major trading group

REQUIREMENTS

Mandatory:

- Minimum 3 years of B2B sales experience (chemical or trading industry highly welcomed)
- Business-level English
- Strong initiative, proactive approach, and communication skills in an international environment

Preferred:

- German language skills (for internal/local coordination; native level not required)
- Japanese language ability (advantageous for communication with certain customers)
- Basic knowledge of trade operations (Incoterms, import/export, logistics, quality basics)
- Driver's license
- Experience in chemical, plastics, automotive, or packaging sectors

- International sales or marketing experience

Benefits&Other Details

- Employment type: Full-time
- Contract: Fixed-term for 2 years (with a possibility of permanent employment based on performance)
- Location: Düsseldorf, Germany (covering all of Europe)
- Working hours: Flexible working style with flextime system
- Vacation: 30 days annually
- Compensation: Performance-based remuneration
- Allowances: Christmas allowance, holiday allowance, commuting allowance, shopping card, meal vouchers
- Social benefits: Company pension plan, capital-forming payments
- Additional perks: Training programs, company events, health checks, weekly fruit basket
- Business travel: Customer and supplier visits across Europe (driver's license preferred)

We look forward to receiving your application. For more detailed information, please feel free to contact us.

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Company Description