



PR/087395 | Key Account Manager (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1581787

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

June 16th, 2026 12:01

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

■ Role Summary

This role is responsible for acquiring new industrial and commercial construction projects ranging from €5–85 million, supporting Japanese clients, and expanding relationships with existing customers.

■ Key Responsibilities

- Acquire new industrial/commercial construction projects
- Conduct market research and deliver presentations to potential clients
- Maintain and expand relationships with existing customers
- Represent the company for Japanese clients and Japan-related projects
- Assess risks, opportunities, and cost impacts with project teams
- Coordinate with customers, planners, subcontractors, and internal departments
- Support project management and ensure smooth communication and execution

■ Requirements Must-have

- Degree in Civil Engineering or Architecture (or equivalent technical training)
- Minimum 5 years of work experience in the construction industry

- Knowledge of industrial/commercial construction
- Native level Japanese, German at C1 level or higher, English business level
- Driving license

Nice-to-have

- Experience in construction/project management
- Sales experience, quotation preparation, or project coordination

IT Skills

- MS Office (Outlook, Word, Excel)
- MS Project

Soft Skills

- Strong communication, negotiation, and networking skills
- Open, authentic, empathetic, and self-driven
- Strong technical/commercial understanding; analytical and structured
- Intercultural competence, service-oriented, resilient

■ Compensation & Benefits

- Company car and fuel card (private use allowed)
- 37.5-hour workweek, flexitime, time-off-in-lieu for overtime
- Up to 2 days/week home office
- 29 vacation days + additional traditional holidays + Christmas Eve
- Employer-funded pension, capital-forming benefits, accident insurance
- Health program, employee benefits portal, anniversary bonus, training, company events

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Company Description