



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

May 5th, 2026 11:01

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

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.

Privacy Policy Link: <https://www.jac-recruitment.de/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.de/terms-of-use>

Company Description