



PR/087398 | Sales Manager

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1581789

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Czech Republic

Salary

Negotiable, based on experience

Refreshed

June 30th, 2026 06:00

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 and Job Overview

Our client is a Japanese trading company offering a wide range of products—including electronic components, semiconductor devices, industrial equipment, and functional materials—to manufacturers across Europe. The Czech office serves as a key base supporting Japanese clients and expanding business within the region. We are seeking a Sales Manager to manage major Japanese accounts, develop new business in Europe, and lead a team of two sales staff. The role requires strong sales capability in technical products and frequent business travel within Europe.

Job Responsibilities

- Manage and grow business with existing Japanese manufacturing clients in Europe.
- Identify and acquire new business opportunities across multiple industries.
- Promote and sell a broad range of products including:
 - Electronic components & modules
 - Semiconductor devices
 - Industrial machinery, tools & equipment
 - Functional materials and parts
 - Customized technical solutions for manufacturing lines
- Prepare proposals, quotations, sales forecasts, and periodic business reports.
- Maintain strong, long-term customer relationships and deliver high-quality service.

- Supervise, mentor, and evaluate two sales staff members.
- Support goal setting, sales strategy planning, and daily activities.
- Foster a collaborative, high-performance team culture.
- Conduct regular customer visits across Europe, including the UK, Germany, France, Poland, and other regions.
- Attend industry events, exhibitions, and supplier meetings.
- Work closely with internal teams in Europe and Japan.
- Coordinate with logistics, technical, and procurement departments to ensure smooth delivery of services and products.

Job Requirements

Must-Have

- Strong B2B sales experience in electronics, semiconductors, industrial equipment, or related technical fields.
- Excellent communication and negotiation skills.
- Ability to manage a team and operate autonomously.
- Business-level English & Czech proficiency.

Preferred

- Experience working with Japanese clients or in Japanese corporate culture.
- Japanese language skills (advantageous).
- Experience in semiconductor device sales or technical trading business.

Benefits

- Working Hours: Monday–Friday, 8:00–17:00
- Flex-time system available
- One home-office day per week
- Company car (shared) for business use
- Compensation:
 - Base salary
 - Fixed bonus
 - Performance-based bonus
- Paid Leave:
 - 20 days of annual paid vacation
 - Christmas holiday leave

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Company Description