



PR/087412 | Mechanical Sales Representative (m / f / d)

## Job Information

### Recruiter

JAC Recruitment Germany

### Job ID

1583844

### Industry

Other (Manufacturing)

### Job Type

Permanent Full-time

### Location

Czech Republic

### Salary

Negotiable, based on experience

### Refreshed

March 24th, 2026 10:57

## General Requirements

### Minimum Experience Level

Over 1 year

### 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 are a Japanese trading company seeking a proactive and technically-oriented Sales Representative to join our Equipment Division team in the Czech Republic. You will be responsible for handling industrial equipment sales activities, including supplier negotiation, project coordination, with both suppliers and customers across the EU.

You will support Japanese and local manufacturers mainly in the automotive sector. And their supplier can be varied from Japan, China and Internal Europe. Occasional domestic and international business trips will be required.

### Job Responsibilities

Sales of industrial equipment and production machinery to manufacturing customers. (especially automotive-related)

Project coordination from quotation to delivery, installation, and after-service support

Communication and negotiation with customer and suppliers.

Maintaining relationships with existing clients and developing new customer base

Preparing technical quotations and contracts and other required documents

Reporting to and cooperating with headquarters in Japan and other branches

Supporting coordination of logistics, installation, and after-sales follow-up

Visiting customer sites as necessary (Czech ,Poland, Slovakia, Hungary and Germany)

**Job Requirements**

Native Czech speaker  
English communication skills (minimum B2 level)  
Average level of Microsoft Office usage(Excel, Word, Outlook)  
Strong sense of responsibility, proactive mindset and motivation  
Ability to work independently and as part of a team  
Willingness to travel for business purposes (mainly EU)

**Why join us?**

Work in a global trading company with deep roots in Japanese manufacturing  
Take part in creating new business opportunities in Central and Eastern Europe  
Hybrid work style and flexible business culture  
Gain international experience through cross-border projects and client relationships

Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACDE #countrygermany

**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