



PR/087423 | Sales Manager – Chemicals (m / f / d)

## Job Information

**Recruiter**

JAC Recruitment Germany

**Job ID**

1585867

**Industry**

Chemical, Raw Materials

**Job Type**

Permanent Full-time

**Location**

Germany

**Salary**

Negotiable, based on experience

**Refreshed**

May 19th, 2026 07:00

## General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

## Job Description

**OVERVIEW**

Our client is a well-established international chemical company with over 50 years of successful operations across Asia, Europe, and US. Engaging in a variety of chemical materials: polyurethane, acrylate, epoxy, resins, diluent, hardener, composite, and much more.

**KEY REQUIREMENTS:**

- Strong background in B2B Sales or Business Development from the Chemicals industry
- Business level in German and English communication skills

**JOB RESPONSIBILITIES:**

- Develop and expand B2B customer accounts in the chemical industry, focusing on epoxy resins, hardeners, and related products.
- Accountable for Germany and Europe markets
- Build and maintain strong client relationships through regular communication, order and delivery coordination, and accounts receivable management.
- Prepare and present regular sales forecasts, reports, and performance updates to management.
- Negotiate pricing, terms, and supply agreements with key customers and distributors.
- Collaborate closely with HQ for production planning, delivery coordination, and customer requests.

**JOB REQUIREMENTS:**

- At least 5 years of experience in B2B Sales, Business Development, or Account Management from the chemicals industry
- Practical experience in new market penetration and expansion
- Well-versed in chemicals and plastic products
- Flexible and willing to travel for business trips
- Driving license class B
- Eligible to work in Germany
- Able to be based at the office in Eschborn

**BENEFITS:**

- 30 days of annual leave
- Performance bonus
- A company car with a fleet card
- Laptop and mobile phone are provided

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**Company Description**