



PR/087433 | Business Development Manager - 100% Remote Work (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1586624

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

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General Requirements

Minimum Experience Level

Over 6 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

OVERVIEW

One of the biggest healthy food suppliers in EU, providing fresh products to over 4,000 customers across the western EU. With a rapidly growing rate in Germany, they are seeking an account manager to be responsible for the northern NRW area to penetrate the business into clientele in a wide range of industries.

KEY REQUIREMENTS:

- Professional experience in sales, business development, or key account management from any industry
- Career motivation for sales
- Able to be based in the northern part of NRW region
- Native German and Business English communication skills

JOB RESPONSIBILITIES:

- The account manager plays a key role in business expansion and development in the northern part of NRW region due to the potential of the area.
- Mainly focusing on approaching new clientele (B2B) in the market in any industry.
- Offer the company's products to clients through cold and warm contacts.
- Maximise market presence and achieve sales targets through targeted clients.
- Analyse and monitor market situation for competitiveness and sales growth perspectives.
- Maintain relationships with existing and new customers.
- Collaborate with the sales teams across countries.

REQUIREMENTS:

- Professional Experience in sales, business development, key account management, or who can clearly articulate why you want to move into sales.
- Career motivation for sales
- Able to be on the road 50% of the work
- Smart, mature, customer-centric, well-prepared, willing to learn, and goal-oriented
- Having a healthy lifestyle and being a nature or animal lover
- Eligible to work in Germany and based in the northern NRW.

BENEFITS:

- 100% Remote work
- Flexible working hours with 38.5 hours per week
- Annual leave starts from 24 days
- Performance bonus
- Company collective bonus
- Company car for private use

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Company Description