



PR/087434 | Business Development Manager - 100% Remote Work (m / f / d)

## Job Information

**Recruiter**

JAC Recruitment Germany

**Job ID**

1586625

**Industry**

Restaurant, Food Service

**Job Type**

Permanent Full-time

**Location**

Germany

**Salary**

Negotiable, based on experience

**Refreshed**

April 28th, 2026 06:00

## 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 Frankfurt and Hessen areas 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 Frankfurt or Hessen region
- Native German and Business English communication skills

JOB RESPONSIBILITIES:

- The account manager plays a key role in business expansion and development in Hessen 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 Frankfurt or Hessen region.

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