



PR/087466 | Sales Engineer for PAGA and Audio Systems in the Maritime Sector (m / w / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1599884

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 12:05

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

Company and Job Overview

Our client is a Japanese manufacturer specializing in professional audio and communication systems, supplying high-quality electroacoustic solutions to customers worldwide. The European operation is based in Hamburg, Germany, and plays a key role in supporting the maritime industry, working closely with shipyards, system integrators, and marine operators across Europe.

We are looking for a Sales Engineer for PAGA and Audio Systems in the Maritime Sector. This position combines technical sales, system planning, and project support, focusing on PAGA (Public Address & General Alarm) and voice alarm systems for maritime applications. The role involves providing technical advice to customers, supporting system design and commissioning, and contributing to business and market development in Europe. Regular interaction with international customers and occasional business travel are part of the role.

Job Responsibilities

- Providing technical advice and support to customers, as well as helping with sales in the maritime sector
- Identifying business opportunities and contributing to market development
- Planning PAGA and voice alarm systems for maritime applications
- Preparing and adapting specifications and bills of quantities (GAEB)
- Supporting the commissioning and acceptance of PAGA and audio systems on site
- Assisting with project implementation and providing technical support for internal and external stakeholders

- Supporting the achievement of certifications and compliance with regulatory requirements

Job Requirements

- Degree in Electrical Engineering, Communications Engineering, Industrial Engineering, or further training as a certified technician with extensive experience in the maritime industry
- Experience in planning electroacoustic systems, ideally PAGA or voice alarm systems
- Experience working with AutoCAD (Autodesk) and MS Office
- Excellent written and spoken English and German
- Strong technical understanding combined with a sales-oriented mindset
- Strong communication skills, confident appearance, and customer-oriented approach
- Structured, independent, and solution-oriented way of working
- Willingness to familiarize yourself with new topics such as certifications and maritime regulations
- Willingness to travel internationally

Benefits

- A secure, long-term position in an international company
- An open and collaborative corporate culture with friendly communication (informal "you")
- Comprehensive onboarding and training on site
- Work hours: 38.5 hours per week (full-time)
- Flexible working hours and a healthy work-life balance
- Work from home two days a week after the probationary period
- 30 days of vacation
- Germany Ticket subsidy
- Subsidy for Urban Sports Club
- JobRad leasing for your individual bicycle mobility concept
- Fresh fruit and beverages
- Company events

#LI-JACDE #countrygermany

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Company Description