



PR/087477 | Regional Key Account (m / f / d) – Electronic Components

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1599892

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

July 10th, 2026 13:00

General Requirements

Minimum Experience Level

Over 3 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

Company and Job Overview

A global Japanese leader in passive electronic components such as resistors and LTCC substrates, serving automotive, industrial, and other sectors across Europe. They are looking for a Regional Key Account, you will support and develop customer relationships across Germany and Europe, focusing on automotive and industrial clients. This is a hands-on role with responsibility for day-to-day account activities, contributing to sales growth and maintaining close communication with customers and internal stakeholders.

Job Responsibilities

- Support and develop relationships with key customers (OEMs, Tier 1 suppliers, distributors)
- Contribute to achieving sales targets within assigned accounts/region
- Identify new business opportunities and support customer acquisition
- Act as a primary contact for customer inquiries (commercial and basic technical topics)
- Prepare quotations, follow up on offers, and support negotiations
- Coordinate internally with HQ in Japan, engineering, and operations teams
- Support customer visits, business reviews, and presentations
- Monitor market trends and competitor activities

Job Requirements

- Experience in B2B sales, account management, or sales support (ideally in electronics or industrial sectors)
 - Strong communication skills and customer-oriented mindset
 - Business-level German and English
 - Willingness to travel within Europe
 - Experience in electronic components or semiconductor industry
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- Exposure to Automotive or Industrial customers
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- Technical understanding or engineering background
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- First experience in key account handling
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- Experience in an international working environment

What We Offer

- Flexible working conditions including up to 8 days remote work per month
- Standard working time of 38 hours per week
- Stable and internationally active mid-sized company
- Opportunity to grow into a senior sales / key account role
- Flat hierarchy and collaborative environment
- Competitive compensation package

#LI-JACDE #countrygermany

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Company Description