



PR/087495 | Sales Manager – Robotics | Benelux (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1599903

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

August 21st, 2026 07:00

General Requirements

Minimum Experience Level

Over 10 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

A well-established international manufacturer of industrial automation solutions is seeking a Sales Manager to lead business development activities for its robotics division in the Benelux region (Belgium, Netherlands, Luxembourg).

This is a home office-based position with full responsibility for regional sales growth.

Job Responsibilities

- Develop and execute the sales strategy for industrial robotics in the Benelux region
- Acquire new customers and expand existing key accounts (OEMs, system integrators, end users)
- Manage the full sales cycle from prospecting to project closing and after-sales support
- Provide solution-oriented technical sales in collaboration with engineering teams
- Identify market trends, customer needs, and competitor activities
- Build and maintain strong relationships with automation partners and key stakeholders
- Promote products through customer visits, demonstrations, and industry events
- Coordinate closely with European headquarters and global teams
- Prepare sales forecasts, pipeline reports, and market insights

Job Requirements

- Proven experience in B2B sales within industrial robotics or automation
- Experience with robot manufacturers, system integrators, or automation suppliers preferred

- Strong network within the Benelux industrial/automation market is an advantage
- Track record in new business development and key account management
- Technical understanding of robotics applications and industrial processes
- Self-driven and able to work independently in a remote setup
- Fluent in English (mandatory); Dutch and/or French is a strong advantage
- Willingness to travel frequently within the Benelux region

Offer

- Home office-based role with high level of autonomy
- Company car (also for private use)
- Competitive salary package with performance-based incentives
- International working environment with global collaboration
- Regular business trips to the European headquarters (approx. twice per year)

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Company Description