



PR/087538 | Technical Business Development / Technical Sales Manager (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1604852

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

August 11th, 2026 04:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Daily Conversation

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

A global battery technology startup with offices in Japan and Germany, supporting next-generation battery development through both digital and real-world engineering solutions.

Their business focuses on:

- Digital platforms for battery development and data utilization
- Joint development and prototyping support for advanced lithium-ion battery technologies
- Technical consulting and project execution for global battery stakeholders

They are seeking a highly motivated Technical Business Development / Technical Sales Engineer who can bridge the gap between customers, engineering teams, and project execution.

This role goes beyond conventional sales. You will play a key role in identifying customer needs, leading technical discussions, supporting project coordination, and driving global business opportunities in the battery industry.

The ideal candidate is comfortable engaging with both commercial and technical stakeholders and enjoys working in a dynamic international startup environment.

Job Responsibilities

Business Development & Client Management

- Develop and manage relationships with global clients in the battery, automotive, and energy sectors
- Identify new business opportunities and support strategic market expansion by client visits on-site in different countries
- Understand customer technical requirements and propose suitable solutions and development approaches
- Prepare technical and commercial proposals in coordination with internal teams

Technical Sales & Project Coordination

- Lead or support technical discussions with customers regarding battery materials, cell development, prototyping, testing and production
- Act as a bridge between clients and engineering teams throughout project execution
- Support project management activities, including communication, coordination, timelines, and follow-up actions
- Collaborate closely with R&D and technical teams to ensure smooth project progression

Market & Strategic Activities

- Monitor market trends, industry developments, and customer needs within the battery ecosystem
- Participate in exhibitions, conferences, and international business meetings
- Contribute to the development of sales strategies and long-term business growth initiatives

Job Requirements

- Experience in technical sales, business development, project management, or customer-facing roles within the lithium-ion battery industry
- Technical understanding of lithium-ion batteries, including cell structure, materials, process development, or mass production
- Ability to conduct technical discussions with customers and coordinate with engineering teams
- Strong communication and stakeholder management skills
- Ability to work proactively in a fast-paced and international environment
- Business-level English communication skills are a must; Japanese will be an advantage

Why join us ?

We believe innovation happens through collaboration, openness, and mutual respect.

As an international startup, we value:

- A flat and open-minded working environment
- Direct communication and fast decision-making
- A culture where ideas and initiative are welcomed regardless of title or seniority
- A strong “grow together” mindset, where individual development and company growth go hand in hand
- Cross-cultural teamwork built on trust, flexibility, and continuous learning
- Opportunity to work at the forefront of next-generation battery technology
- Direct involvement in global projects with international customers and partners
- Exposure to both software and hardware aspects of battery development
- Opportunities for overseas business travel and participation in international industry events and meetings
- Ability to shape future business development and technical sales operations from an early stage

#LI-JACDE #countrygermany

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Company Description