



## PR/118762 | International Sales Manager

### Job Information

**Recruiter**[JAC Recruitment UK](#)**Job ID**

1614148

**Industry**

Petrochemical, Energy

**Job Type**

Permanent Full-time

**Location**

United Kingdom

**Salary**

Negotiable, based on experience

**Refreshed**

September 22nd, 2026 10:23

### General Requirements

**Minimum Experience Level**

Over 3 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

**Position:** International Sales Manager / Sales Executive**Salary:** £35,000 - £45,000**Location:** London**Company:** Global Industrial Company

The International Sales Manager / Sales Executive will be responsible for developing key automotive and industrial OEM accounts, as well as identifying and developing new business opportunities across the UK and Europe.

This is a commercially focused role requiring strong relationship management, strategic planning, and collaboration with internal stakeholders to achieve sales and profitability targets.

### Job Responsibility

## 1. Sales & Account Management

- Achieve revenue and profit targets across key OEM customer accounts.
- Manage and develop relationships with existing automotive and industrial OEM customers.
- Strengthen relationships with key customers to build long-term partnerships and identify new commercial opportunities.
- Identify, develop, and grow business opportunities within existing accounts and new automotive OEM and industrial market segments.
- Understand customer requirements and provide appropriate and innovative solutions.
- Conduct sales forecasting and analysis to monitor performance and identify areas for growth.

## 2. Sales Strategy & Business Development

- Develop and maintain sales and marketing strategies to achieve short-term and long-term business objectives.
- Identify opportunities to increase market share within the OEM sector.
- Develop new business with automotive and industrial OEM customers across the UK and Europe.
- Work with internal stakeholders to develop pricing mechanisms, contracts, and long-term commercial agreements.
- Negotiate pricing and contractual terms with customers while maintaining profitability.

## 3. Internal Stakeholder Management

- Work closely with various internal departments, including Supply Chain, Product Development, Manufacturing, Quality Assurance, and Regulatory Compliance.
- Coordinate internally to ensure customer requirements regarding product quality, delivery, and supply chain are met.
- Develop productive relationships with both internal and external stakeholders to achieve agreed business targets.
- Work independently with minimal supervision while managing priorities and meeting agreed deadlines.

### Requirements:

- **3 to 5 years of relevant Sales or Business Development experience within the UK and/or European market.**
- Experience within the **OEM (Original Equipment Manufacturer) sector**, preferably within the **Automotive, Industrial, Manufacturing, or related sectors**.
- Strong experience in managing and developing key customer accounts.
- Proven ability to identify and develop new business opportunities.
- Strong negotiation and influencing skills, particularly in relation to contracts and pricing.
- Strong commercial awareness and a customer-focused approach.
- Experience in sales forecasting, business analysis, and strategic account planning.
- Ability to build and maintain long-term relationships with customers and internal stakeholders.
- Self-motivated with a positive, **can-do attitude**, and the confidence to resolve issues independently.
- Strong oral and written communication skills in English.
- A qualification in Business, Supply Chain, or a related field would be preferable.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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## Company Description