

PR/118794 | Account Manager

Job Information

Recruiter
JAC Recruitment UK

Job ID
1618629

Industry
Healthcare, Nursing

Job Type
Permanent Full-time

Location
Germany

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 07:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Company: Consumer Healthcare Manufacturer

Location: Anywhere in Germany

Position: Account Manager

Salary range: €55,000-70,000 (Dependent on your experience)
Type of Position: Permanent
Working Hours: Full time, Monday to Friday
Work Arrangements: Fully remote

Key responsibility:

- Manage assigned retail accounts in Germany and achieve sales, distribution, and store coverage targets.

- Manage and grow existing retail accounts while supporting customer relationships after order acquisition.
- Support order processing and coordinate with internal and external stakeholders to ensure smooth customer service and delivery.
- Build strong relationships with buyers and convert opportunities into product listings, trial orders, and repeat business.
- Collaborate with Marketing, Regulatory Affairs, Supply Chain Management, Finance, and external partners to drive business growth and resolve commercial, regulatory, and operational issues.
- Maintain sales forecasts and coordinate inventory, deliveries, and customer requirements with internal stakeholders.
- Negotiate pricing and commercial terms within approved company guidelines.
- Monitor market and competitor activities, and provide regular reports on sales performance, KPI progress, key issues, and action plans.
- Conduct customer and store visits to understand market conditions, customer needs, and in-store execution.
- Regular business travel within Germany (typically 1-2 trips per month) and occasional travel to the UK.

Mandatory Requirements:

- Experience in FMCG, consumer goods, healthcare products, food & beverage, cosmetics, outdoor products, or other retail-focused industries.
- Valid driving licence and willingness to travel within Germany.
- Strong communication skills and the ability to work effectively with customers, internal functions, and external partners.
- Unlimited working right in Germany.
- Native-level or fluent German and business-level English are required.

Preferred Requirements:

- Proven ability to develop new business, negotiate commercial terms, and convert sales opportunities into product listings, orders, and repeat business.
- Ability to manage sales forecasts, KPIs, and customer activities, and translate them into clear actions and follow-up plans.
- Hands-on and proactive sales approach.
- Strong communication and relationship-building skills.

*We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description