



PR/087647 | Sales Specialist / Account Manager

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1618636

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

October 20th, 2026 10:36

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 OVERVIEW

A Japanese technology trading company specializing in the procurement, sales, and technical support of semiconductors and electronic components for the automotive industry is seeking a English-speaking Sales Specialist / Account Manager to expand its business in Europe.

JOB RESPONSIBILITIES

- Managing existing Tier 1 automotive customers, supporting supply chain operations, monitoring sales performance, and driving new business opportunities within the automotive market
- Coordinate supply chain and delivery-related activities between customers, suppliers, and internal teams
- Monitor sales forecasts, budgets, and business performance

- Identify and develop new business opportunities and promote products and solutions to customers
- Work closely with engineering, suppliers, and headquarters on commercial and technical topics
- Support customer visits, exhibitions, and business development activities across Europe
- Prepare quotations, sales reports, and business reviews

JOB REQUIREMENTS

- Minimum 3 years of B2B sales experience
- Strong communication and stakeholder management skills
- Business-level English
- Willingness to travel within Europe
- Ability to commute to the Düsseldorf office
- Customer-oriented and proactive mindset
- Ability to work in an international environment
- Strong coordination and problem-solving skills
- Interest in automotive technology and electronic components

- Nice to Have
 - Experience handling automotive OEM or Tier 1 customers
 - Experience in the semiconductor, electronics, or automotive supply chain industry
 - German language skills
 - Japanese language skills
 - Experience in sales forecasting, demand planning, or supply chain management
 - What We Are Looking For

BENEFITS

- Working hours: 40 hours per week (8:30 - 17:30 as a base)
- Location: Düsseldorf (office-based more than 3days/week)
- Paid leave: 30 days per year
- Transportation allowance: provided (public transportation)

Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACDE

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Company Description