

PR/087652 | Fully Remote in Germany-Account Manager

Job Information

Recruiter
JAC Recruitment Germany

Job ID
1618640

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
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
Our client is the European healthcare subsidiary of a leading Japanese consumer healthcare manufacturer known for its innovative everyday wellness products. The company develops and markets a broad portfolio of health, personal care, and household brands distributed through retail, pharmacy, and e-commerce channels globally.
As part of its continued expansion across Europe, the company is strengthening its commercial presence in Germany and is seeking an Account Manager to support retail account development and business growth within the German market.

JOB RESPONSIBILITIES

- As an Account Manager, you will be responsible for managing assigned retail accounts in Germany and supporting sustainable business growth across key consumer healthcare brands.
- Key responsibilities include:
  - Manage and develop relationships with retail customers, distributors, and key stakeholders

- Execute sales plans and support the achievement of agreed sales targets and distribution objectives
- Promote product listings, optimize shelf presence, and drive account growth within assigned channels
- Coordinate customer requirements, forecasts, inventory planning, and delivery schedules together with Supply Chain teams
- Monitor sales performance, KPIs, and market trends, and provide regular business updates and reports
- Support pricing negotiations and commercial discussions within approved company guidelines
- Identify opportunities to expand existing business and contribute to new market development initiatives
- Conduct customer visits, trade meetings, and occasional business trips across Germany and Europe
- Provide excellent post-sales support and maintain strong long-term customer relationships
- Business trip: around once a month, within Europe.

JOB REQUIREMENTS

- 3+ years of B2B sales or account management experience
- Experience managing retail, pharmacy, drugstore, FMCG, consumer goods, household products, healthcare products, or related sectors are welcomed
- Strong relationship-building and stakeholder management skills
- Ability to coordinate multiple projects and work independently in a remote environment
- **Native-level or fluent German language skills**
- Business-level English (mandatory)
- **Valid driving licence**

BENEFITS

- Fully remote working arrangement within Germany. Candidates can be based anywhere in Germany.
- Opportunity to join a growing European business at an exciting expansion stage
- High level of autonomy and direct exposure to international stakeholders
- Company car provided

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description