

PR/087631 | Technical Sales for Membrane Manufacturers in Düsseldorf (m / f / d)

Job Information

Recruiter
JAC Recruitment Germany

Job ID
1621259

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Germany

Salary
Negotiable, based on experience

Refreshed
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General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Company Overview

A Japanese manufacturer specializing in advanced materials such as nonwoven fabrics, membrane-related materials, filtration media, and specialty papers. The company supplies highly functional materials to customers across various industrial sectors and is expanding its overseas business, particularly in Europe and North America.

As part of its succession planning, the European operation is seeking a sales professional who will gradually take over responsibilities from the current sales representative and develop into a future leadership role within the organization.

Responsibilities
Business & Operations Management
- Support sales forecasting and annual budgeting activities
- Monitor profitability and business performance
- Coordinate with supply chain and logistics functions regarding inventory, production planning, and customer deliveries
- Collaborate with external service providers such as accounting firms and logistics partners
- Contribute to the future strategic development of the European business

Leadership Development
- Learn the operational and management aspects of the European entity through direct mentoring by current

management
- Gradually assume management responsibilities over a 1-2 year transition period

Requirements
- Several years of B2B sales experience
- Experience selling industrial products, materials, components, chemicals, specialty materials, filtration products, or related technical products
- Business fluent-level Japanese and English
- Willingness to travel within Europe and occasionally internationally
- Strong communication and interpersonal skills

Preferred Qualifications
- Background in technical sales, materials, chemicals, membrane technology, filtration, nonwoven products, or related industries
- Experience coordinating with manufacturing, supply chain, or logistics functions
- Budgeting, profit management, or business planning experience
- Interest in future business leadership and management responsibilities

Compensation & Benefits
- Competitive compensation package
- Indicative compensation range:
  - Approximately EUR 80,000+ gross annually
  - Expected increase to EUR 100,000+ in the future
- Performance-related compensation and executive remuneration potential
- Depending on hiring structure, expatriate package arrangements may be considered
- International career development opportunities

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Company Description