

PR/087663 | Sales Manager (m / f / d) for Slovenia market

Job Information

Recruiter
JAC Recruitment Germany

Job ID
1621263

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Slovenia

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
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Company and Job Overview

Our client is a well-established Japanese technology trading company with a strong presence across Europe. The company provides electronic components, industrial automation products, and engineering solutions to a wide range of manufacturing industries, including automotive, industrial machinery, electronics, and semiconductor sectors.

Job Responsibilities

- Develop and expand business opportunities with new and existing customers across Europe
- Identify customer needs and propose suitable products and technical solutions
- Build and maintain strong relationships with customers, suppliers, and business partners
- Prepare quotations, negotiate commercial terms, and manage contract discussions
- Achieve sales targets and contribute to business growth strategies

- Monitor market trends, customer activities, and competitor developments
- Coordinate internally with regional and global teams to ensure customer satisfaction
- Represent the company at customer meetings, exhibitions, and industry events
- Travel within Europe as required

Job Requirements

- Experience in electronic components, semiconductors, factory automation (FA), industrial equipment, or automation solutions
- Technical sales or solution-selling experience
- Business-level English proficiency
- Valid driver's license
- Eligibility to work within the European Union
- Additional European language skills such as Slovenian, German, Croatian, or Italian
- Self-motivated and results-oriented professional
- Strong business development and relationship-building skills
- Proactive approach to identifying and pursuing new opportunities
- Able to work independently while collaborating effectively with international teams
- Comfortable working in a fast-paced and multicultural environment

Employment Conditions

- Permanent full-time position
- Hybrid working model
- Competitive salary based on experience and qualifications
- Performance-based bonus

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Company Description