

PR/087675 | Field Sales Executive | Vape & Tobacco Industry | 100% Remote (m / f / d)

Job Information

Recruiter
JAC Recruitment Germany

Job ID
1623473

Industry
Retail

Job Type
Permanent Full-time

Location
Germany

Salary
Negotiable, based on experience

Refreshed
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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

OVERVIEW
Our client is a leading vaping solutions company with two prominent and well-known brands in the market, offering vaping devices, e-cigarettes, pod systems, and vaping components for heat-not-burn products.

IMPORTANT NOTES:

- The salary payment and employment will be taken care by the local payroll service
- Employment Conditions:
  - 1st year - Under fixed contract 12 months
  - 2nd year - Under another fixed contract 12 months
  - 3rd year - Permanent direct contract will be provided

- Probationary period 6 months

KEY REQUIREMENTS:

- Experience in sales, business development, or key account management from tobacco, vape, cigarette, pod, or FMCG industry.
- Fluent in English communication skills
- German communication skills at least B2
- Valid driving license type B

JOB RESPONSIBILITIES:

- Develop and maintain strong relationships with key distributors, chain store managers, gas stations, Kiosks, and online retailers in Hamburg.
- Maximise market presence and achieve sales targets through targeted clients.
- Analyse and monitor market situation for competitiveness and sales growth perspectives.
- Strengthen partnerships with top online retailers and product distributors to optimise product placement and sales performance.

JOB REQUIREMENTS:

- Background in sales, marketing, account management, or related fields.
- Experience in contacting distributors, retail stores, convenience stores, or kiosks would be advantageous.
- A proactive approach with customer-oriented, professional demeanour, and high level of reliability
- Eligible to work in Germany

BENEFITS:

- 100% remote work
- Fixed Salary: 3,800€ per month / 45,600€ per annum
- Monthly performance incentive: 800€ - 2,000€ per month (paid in quarterly)
- Car allowance: 500€ - 650€ monthly
- Gasoline, parking and other driving-related expenses are reimbursed on an actual basis
- 20 days of annual leave

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Company Description