CareerCross by JAC Recruitment

PR/087046 | Sales Executive – Modern Trade (m / f / d)

募集職種

人材紹介会社
ジェイ エイ シー リクルートメント ドイツ

求人ID
1543406

業種
レストラン・フードサービス

雇用形態
正社員

勤務地
ドイツ

給与
経験考慮の上、応相談

更新日
2025年06月17日 14:00

応募必要条件

職務経験
3年以上

キャリアレベル
中途経験者レベル

英語レベル
ビジネス会話レベル

日本語レベル
ビジネス会話レベル

最終学歴
短大卒： 準学士号

現在のビザ
日本での就労許可は必要ありません

募集要項

OVERVIEW
The leading Asian products company with a global presence. Providing authentic and unique product lines which well-recognised by top-notch restaurants and all users around the world.

KEY REQUIREMENTS:

- Minimum 3 years of proven experience in sales, business development, or key account management

- Experience in the food, beverage, or consumer goods industries

- Business level in German and English communication skills

JOB RESPONSIBILITIES:

- The ideal candidate will be responsible for all sales and business development as well as key account management activities.

- Accountable for business expansion and penetration to targeted modern trade customers and distributors for example, supermarkets, retail chains, department stores (Aldi, Lidl, Kaufland, Edeka, Rewe, etc.) in Germany.

- Support distributors and trade partners to ensure their selling performance and commitment to deliver sales targets.

- Analyse and monitor market situation for competitiveness, distribution, and sales growth perspectives.

- Maintain relationships with existing and new customers.

- Collaborate with the sales teams across the continents.

REQUIREMENTS:

- Experience in contacting supermarkets, department stores, or retail chains

- High engagement with Asian cultures and foods.

- Willing to travel for business trips (2-3 times per week)

- A proactive approach with customer-oriented, professional demeanour, and high level of reliability

- Eligible to work in Germany

- Hold a German or EU driving license

BENEFITS:

- 100% remote work

- Flexible working hours

- 30 days of annual leave

- Privite life and medical insurance

- Team incentive/bonus

- Car rental support

#LI-JACDE

会社説明