



PR/086970 | Sales Director EMEA - Contact Lenses (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

1549765

業種

福祉・介護

雇用形態

正社員

勤務地

オランダ

給与

経験考慮の上、応相談

更新日

2025年07月08日 17:33

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

An international contact lenses manufacturer who operates business in global markets for over 30 years with strong focus on innovation and affordable contact lenses products.

KEY REQUIREMENTS:

- Strong background in contact lenses or eye care products
- Extensive network with distributors, optical/pharmacy retailers, etc.
- Experience in sales, business development, or key account management, especially in EU or EMEA will be advantageous

JOB RESPONSIBILITIES:

- Products: Disposal contact lenses, lens care solutions, and cosmetic colour lenses
- Responsible areas: Europe, Middle East, and Africa
- Targeted clients: Distributors, optical retail chains, pharmacy retail chains, online retailers, as well as direct sales to independent stores
- Manage business in the EMEA area with responsibility for key account management, sales, business expansion, and budgeting
- Maximise market presence and achieve sales targets through targeted clients
- Maintain relationships with existing clients and together grow business opportunities and connections with new clients
- Manage sales teams in Germany and Spain
- Monitor and analyse sales budget to maximise business profits
- Participate in trade fairs, congresses, conferences, and seminars to increase the noticeability of products and the company

JOB REQUIREMENTS:

- Minimum 5 years of professional experience in sales, business development, or key account management
- Team management experience
- Able to work independently with less supervision
- High self-motivation
- Flexible and willing to travel overseas for business trips
- Driving license class B
- Eligible to work in EU
- Business level in English communication skills

BENEFITS:

- 100% remote work
- Flexible working hours
- 30 days of annual leave
- Sales incentive/bonus
- Lease car / Mileage Claim
- Fuel, toll, and parking reimbursement

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