



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

1549797

##### 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07月22日 00:00

#### 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
- Private life and medical insurance
- Team incentive/bonus
- Car rental support

#LI-JACDE

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会社説明