



PR/087099 | Area Sales Manager(m / f / d) in Germany

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

1552037

業種

その他（商社）

雇用形態

正社員

勤務地

フランス

給与

経験考慮の上、応相談

更新日

2025年09月23日 07:00

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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

Company and Job Overview

A Japanese company producing innovative nonwovens fabrics is looking for an Area Sales Manager(m/f/d) in Germany.

Job Responsibilities

As Area Sales Manager, you will be responsible for strengthening the relationship with our existing customers as well as exploring our new market presence in Central and Eastern Europe, mainly Germany and Poland. The major market sector is for fruits and vegetables, especially potatoes and onions. You will work remotely from your home office in Germany and travel regularly to meet customers on site.

- Manage and develop existing customer relationships in the region
- Identify new business opportunities and actively drive growth
- Present and promote our packaging solutions directly to final customers and distributors
- Communicate clearly, confidently and appropriately at all customer levels: management and machine operators
- Take a hands-on approach and are actively involved in testing our products on customer machinery to ensure functionality and performance
- Monitor market trends and translate customer needs into solutions

- Represent the company at trade fairs and industry events
- Collaborate with internal teams across product development, production, logistics, and customer service
- Report and regular update to the Head of Sales EMEA

Job Requirements

- Work experience in the flexible packaging sector for several years, ideally in fruit & vegetable packaging
- Bachelor's degree or equivalent
- Strong interpersonal skills, solution orientation, and professional appearance
- Fluent in German, English, and Polish (written and spoken)
- High travel readiness (60–80%), valid driving license
- Comfortable working independently from a home office environment in Germany
- Proficient in using digital tools (CRM, MS Office, etc.)

BENEFITS

- One year contract
- Conversion to a permanent employment contract depends on market prospects and personal performance
- A challenging and varied role in a dynamic, future-oriented industry
- Company car
- Laptop, printer and mobile phone
- A stable international company culture with room to grow

#LI-JACDE #countrygermany

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会社説明