

PR/118168 | Sales Engineer - Labels & Tapes Industry (Home based Office)

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人材紹介会社

ジェイ エイ シー リクルートメント イギリス

求人ID

1555480

業種

その他 (メーカー)

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10月28日 08:01

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

Title

Sales Engineer - Labels & Tapes Industry (Home Based Office)

Salary

Euro 50K - Euro 80,000 + a company car per annum

Job profile

JOB DESCRIPTION

Main responsibilities

- · Technical Sales & Consultation:
 - o Identify and acquire new leads from potential customers and end-user customers within your assigned territory in Germany and German spoken countries and customers, focusing on industries such as automotive, electronics, industrial manufacturing, etc.
 - o Maintain and develop strong relationships with existing key accounts, understanding their ongoing and future requirements.
 - o Provide in-depth technical consultation to customers, understanding their application challenges and proposing optimal LINTEC solutions.
 - o Conduct product presentations, demonstrations, and technical trainings for customers.
 - o Collaborate closely with customers to define technical specifications and requirements.
- · Solution Development:
 - o Work in close cooperation with our teams in Europe and Japan R&D to develop customized solutions for complex customer applications.
 - o Translate customer needs and technical challenges into viable product solutions.
 - o Support to prepare quotations and proposals in German, outlining technical benefits and commercial value.
- · Market Analysis & Strategy:
 - o Monitor market trends, competitor activities, and new technologies within the pressure-sensitive materials and film industry.
 - o Contribute to the development of sales strategies and market penetration plans for your region.
 - o Provide feedback from the market to internal teams to support product development and innovation.
- Reporting & Administration:
 - o Manage sales pipeline, forecast sales, and report on sales activities using CRM tools.
 - o Participate in sales meetings, trade shows, and industry events.

Who we are looking for

- Education: Bachelor's degree in Engineering (e.g., Mechanical Engineering, Materials Science, Chemical Engineering, Industrial Engineering) or a related technical field preferred, but not required.
- •Experience: Proven experience(minimum 3-5 years) in sales, preferably in the label material or label printing industry, or Tapes, or adhesive industry.
- ·Sales & Communication Skills: Excellent communication, presentation, and negotiation skills. Ability to explain complex technical concepts clearly and persuasively to diverse audiences
- ·Customer Focus: A genuine passion for understanding customer needs and providing highvalue solutions.
- Language Skills: Fluent in German and English (both written and spoken) is mandatory.
- ·Travel: Willingness to travel frequently within Germany and occasionally internationally for customer visits, trade shows, and internal meetings.
- ·Personal Attributes: Self-motivated, proactive, results-oriented, strong analytical and problem-solving skills, and a team player.

Fluent English & German
Qualifications
Driving License
Location
Stuttgart, or Munich, South Germany Areas
Visa
Eligible to work in Germany without any restriction
About our client
A Japanese global Manufacturing company
Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.
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会社説明