



PR/118240 | Senior International Sales Executive (Lubricant / Chemical)

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イギリス

求人ID

1560939

業種

石油・エネルギー

雇用形態

正社員

勤務地

イギリス

給与

経験考慮の上、応相談

更新日

2025年10月07日 11:38

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

Position: Sales Manager, Lubricant Division

Salary: 36K-38K / per annum. + Bonus

Location: Aldgate, London

Contract: Full-Time, Permanent

【Responsibilities】

1. Customer Management

- Building and maintaining good working relationships with distributors (Several countries including Poland, Lithuania, Latvia, and Estonia).
- Overseas business trips would be 1-2 times/month.

- Conduct both distributor management and direct sales.
- Obtain accurate forecasts from customers.
- Establish good relationships with customers to resolve conflicts and provide timely solutions.
- Ensure that contracts/agreements are concluded with the customer.
- Take initiative and cooperate in resolving quality-related matters.
- Generate new business by utilising existing and potential customer networks.

1. Administration Management

- Manage a portfolio of accounts to achieve long-term success.
- Account and transaction status reporting.
- Set and track sales account targets in line with corporate objectives.
- Monitor sales metrics (e.g. quarterly sales results and annual forecasts).
- Recommend actions to improve sales performance and identify growth opportunities.
- Monitor customer AR amounts and credit lines on a regular basis.
- Complete payment of all invoices associated with assigned accounts.

1. Other

- Support in the absence of the GM.
- Other duties to be added from time to time.
- Continuous improvement through feedback.

[Mandatory requirements]

- Experienced in Sales with Lubricants, Chemicals, or any manufacturing products
- Experienced in distributors management (preferably across EU)
- Being able to actively handle business trips 1-2 times/month.
- Strong English-speaking skills are essential
- Language(s) of Spanish/Polish/Baltic States will be an advantage, though not necessary

[Benefits]

- Private Medical Insurance
- Life insurance/income protection
- Full commutation allowance
- Annual health check
- 20 days of annual Leave, plus +10 days of company holidays

#LI-JACUK #YN

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会社説明