



PR/087264 | Enterprise Sales Manager - Retail (100% Remote) (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

1564999

業種

その他 (メーカー)

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

2026年01月20日 09:01

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

OVERVIEW

Our client is a fast-growing company, providing innovative solutions to leading retailers to empower operations efficiency and business advantages. We are now looking for an experienced Enterprise Sales Manager to drive sales growth in the DACH market.

KEY REQUIREMENTS:

- Proven experience in sales, business development, or account management
- Must have strong relationships and connections with decision makers in retail chains
- Business level German and English communication skills

JOB RESPONSIBILITIES:

- Own and achieve the sales quota for DACH countries (Germany, Austria, and Switzerland), driving revenue growth.
- Develop and manage strategic relationships with the key decision makers of enterprise customers in the retail chains business (food and non-food)
- Lead the end-to-end sales process, including qualification, evaluation, and contract negotiation.
- Leverage marketing insights across geographies and collaborate with internal demand generation teams to build a strong sales pipeline.
- Identify and develop new business opportunities while expanding existing customer accounts.
- Stay updated on market trends, competitive landscape, and industry developments.
- Travel across DACH countries as needed to support sales efforts and strengthen customer relationships.

REQUIREMENTS:

- Professional experience in sales, business development, or key account management with a proven achievement record in exceeding sales targets in retailers
- Ability to build and execute successful sales strategies for enterprise markets
- Able to work independently
- Hunter sales attitude, eager to learn, goal-oriented, and high achievement motivation
- Excellent communication, negotiation, and relationship-building skills
- Eligible to work in Germany

BENEFITS:

- 25 days of annual leave
- 100% Remote work
- Company car with fleet card
- Laptop
- Mobile phone
- Bonus
- Flexible working hours

#LI-JACDE

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会社説明