



## PR/087304 | Business Development Manager - 100% Remote Work (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

1569771

#### 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

2026年01月20日 11:01

### 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

流暢

#### 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

One of the biggest healthy food suppliers in EU, providing fresh products to over 4,000 customers across the western EU. With a rapidly growing rate in Germany, they are seeking an account manager to be responsible for the southern NRW area to penetrate the business into clientele in a wide range of industries.

#### KEY REQUIREMENTS:

- Professional experience in sales, business development, or key account management from any industry
- Career motivation for sales
- Able to be based in Rheinland-Pfalz region
- Native German and Business English communication skills

JOB RESPONSIBILITIES:

- The account manager plays a key role in business expansion and development in Rheinland Pfalz region due to the potential of the area.
- Mainly focusing on approaching new clientele (B2B) in the market in any industry.
- Offer the company's products to clients through cold and warm contacts.
- Maximise market presence and achieve sales target through targeted clients.
- Analyse and monitor market situation for competitiveness and sales growth perspectives.
- Maintain relationships with existing and new customers.
- Collaborate with the sales teams across countries.

REQUIREMENTS:

- Professional Experience in sales, business development, key account management, or who can clearly articulate why you want to move into sales.
- Career motivation for sales
- Able to be on the road 50% of the work
- Smart, mature, customer-centric, well-prepared, willing to learn, and goal-oriented
- Having a healthy lifestyle and being a nature or animal lover
- Eligible to work in Germany and based in Rheinland Pfalz

BENEFITS:

- 100% Remote work
- Flexible working hours
- Annual leave starts from 24 days
- Salary increment after the probationary period
- Performance bonus
- Company collective bonus
- Company car for private use

#LI-JACDE

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会社説明