



PR/087307 | Key account manager(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

1569773

業種

石油・エネルギー

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03月17日 13:00

応募必要条件

職務経験

6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

As the European hub of a global industrial group, the company is engaged in the sales and technical support of lubricant and grease products. It provides high-performance, application-specific solutions for a wide range of industries, including automotive, industrial machinery, construction equipment, and HVAC systems.

Through close collaboration with the R&D department, the company develops customized solutions tailored to customer specifications and continues to expand its presence in the European market.

■ Position Purpose / Background

To further accelerate the growth of the lubricants and greases business in Europe, the company is seeking a Senior Manager responsible for customer management, business development, and global coordination.

This position has the potential to evolve into a leadership role overseeing the Marketing & Sales team in the coming years.

■ Responsibilities

Leadership / Organizational Role

Potential to lead the Marketing & Sales team within the next few years
Contribute to the development of team strategy, operational execution, and organizational culture

Customer Management

Serve as the escalation point for existing key accounts, driving resolution of major issues
Build and maintain strong relationships with B2B customers (e.g., automotive and industrial sectors)

Global Coordination

Act as the primary interface with global offices (e.g., Asia, North America) regarding technical requirements, product recommendations, and project progress
Manage approval and qualification processes for global customers

Business Development & Market Expansion

Develop and execute strategies for new business acquisition and customer expansion in Europe
Identify and commercialize new applications and niche markets
Lead sustainability-related initiatives (e.g., CO₂ reduction, localization strategies, environmentally friendly materials)

Commercial & Operational Management

Develop and implement mid-term and short-term business plans
Conduct commercial negotiations, price discussions, and prepare proposals
Manage demand forecasting, order handling, and coordination with logistics, procurement, and finance
Oversee accounts receivable and secure optimal cash flow KPI & Performance Management
Set annual and quarterly KPIs and drive actions toward achieving them
Report on sales, profit, and project activities

■ Requirements**Qualifications**

Background in science or engineering
PhD is a plus
Experience as a Key Account Manager is preferred

Experience

10+ years of experience in B2B industrial sales, account management, or project management
Strong track record in new customer acquisition
Experience with automotive or industrial products is advantageous
Technical Knowledge
Basic understanding of lubricants and tribology
Knowledge of products and competitors in the European market is welcome

Skills

Excellent communication and presentation skills
Strong customer-relationship-building capability
High level of autonomy, creativity, and ability to collaborate within small teams

Languages

Business level English
French language skills are a plus

Business Travel

Business travel within Europe and to the head office (Tokyo) as required

■ Expected Annual Salary

€100k- (negotiable)

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会社説明