



PR/087385 | Senior Sales professional (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

1580455

業種

その他（商社）

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31日 12:01

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

Company and Job Overview

A Japanese company that specializes in the development, manufacture, sale, and export of automation machinery, pneumatic control components, pneumatic auxiliary components, and fluid control components.

The company is looking for an experienced Senior Sales professional (m/f/d) to accelerate business growth in Europe.

Job Responsibilities

The ideal candidate has direct experience selling to semiconductor equipment manufacturers (OEMs) and can drive strategic expansion toward approx. 10–15 key accounts.

This role will also lead or support channel strategy, working closely with distributors across Europe.

Key Missions (first 12 months)

- Develop and execute account plans for 10–15 strategic OEM accounts, securing design-in wins.
- Expand outreach to both equipment manufacturers (must) and device manufacturers (preferred).
- Build and manage distributor/channel strategy (coverage, KPI setting, quarterly reviews).
- Acquire product knowledge proactively and translate it into clear value propositions.

Main Responsibilities

- Drive new business development and grow existing accounts in the semiconductor equipment sector.
- Engage engineering, procurement, and decision-makers to deliver solution-based proposals.
- Plan and lead channel management activities: partner selection, training, target setting, and performance monitoring.
- Collaborate with technical teams to propose customized solutions and support customer evaluations.
- Maintain accurate sales forecasts, pipelines, KPIs, and CRM updates.
- Provide competitive and market insights to shape go-to-market strategy.
- Rapid access to major accounts and ability to secure design-in opportunities within 6–9 months.
- Lead the optimization of the channel strategy.
- Mentor junior sales members and share best practices.

Job Requirements

Must-have

- Proven track record in B2B sales to semiconductor equipment manufacturers (OEMs).
- Experience managing complex accounts with multiple stakeholders (engineering, procurement, etc.).
- Strong communication and presentation skills in English.
- Ability to independently learn technical product information and build persuasive narratives.

Preferred Qualifications

- Sales experience with device manufacturers (IDMs, foundries).
- Experience managing European distribution channels.
- Working knowledge of German.
- Engineering background or hands-on experience in semiconductor equipment/component industry.

Apply online for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACDE #countrygermany

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会社説明