



PR/087391 | Sales Staff (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

1580459

業種

化学・素材

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04月28日 16:00

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

ビジネス会話レベル

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 OVERVIEW

The company, based in Düsseldorf, is part of a major Japanese general trading group and is engaged in sales and marketing of chemical-related products across Europe, including plastics-related additives, electric materials, and specialty chemicals.

It operates as a full-function trading company, handling product proposals, price negotiations, contract coordination, quality issue management, and stable supply operations between suppliers and customers.

Leveraging a global network, the company continues to expand its business presence and market reach throughout Europe.

POSITION OVERVIEW

As a **Sales Staff (Europe)** based in Germany, you will be responsible for multiple chemical-related products—mainly plastics-related chemicals and engineering plastics—while driving business growth with a strong focus on new customer development.

The role covers the entire European region and requires comprehensive commercial capabilities, including supplier collaboration, price negotiation, project management, quality handling, and supply/stock/risk control typical of a trading company.

Key Responsibility:

- New Business Development (Europe-wide): market targeting, lead identification, outreach, and deal generation
- Sales Process Management: budgeting, KPI setting, pipeline management, progress monitoring
- Price Negotiation & Deal Execution: supplier collaboration, quotation, commercial term negotiation, order-to-delivery follow-up
- Quality & Issue Handling: first-level response to quality claims, root-cause investigation, corrective proposals, coordination with internal/external stakeholders
- Supply & Risk Control: stock monitoring, delivery supervision, trade risk control, credit line management
- Data Analysis / Excel Work: sales, margin, supply-demand, pricing analysis; quotation calculations; creation of sales reports
- Market Intelligence: collection of customer, supplier, and market information for strategy development
- Multilingual Communication: use of English as the main language; German (internal/local coordination) and Japanese (customer communication) advantageous
- Collaboration with European Network: joint project exploration and marketing with regional offices
- Business Travel: customer/supplier visits, exhibitions, industry events (driver's license preferred)

KEY ATTRACTIONS

- Strong autonomy & growth opportunities: ability to lead the entire commercial cycle from planning to execution
- Coverage of the entire European market: wide access to business opportunities via an extensive corporate network
- Fast-track career potential: promotion possibilities based on performance and competence, including management roles
- High-impact role: take ownership of product lines and directly drive business results
- International work environment: collaboration with multicultural teams
- Comprehensive benefits: strong support packages typical of a major trading group

REQUIREMENTS

Mandatory:

- Minimum 3 years of B2B sales experience (chemical or trading industry highly welcomed)
- Business-level English
- Strong initiative, proactive approach, and communication skills in an international environment

Preferred:

- German language skills (for internal/local coordination; native level not required)
- Japanese language ability (advantageous for communication with certain customers)
- Basic knowledge of trade operations (Incoterms, import/export, logistics, quality basics)
- Driver's license
- Experience in chemical, plastics, automotive, or packaging sectors

- International sales or marketing experience

Benefits&Other Details

- Employment type: Full-time
- Contract: Fixed-term for 2 years (with a possibility of permanent employment based on performance)
- Location: Düsseldorf, Germany (covering all of Europe)
- Working hours: Flexible working style with flextime system
- Vacation: 30 days annually
- Compensation: Performance-based remuneration
- Allowances: Christmas allowance, holiday allowance, commuting allowance, shopping card, meal vouchers
- Social benefits: Company pension plan, capital-forming payments
- Additional perks: Training programs, company events, health checks, weekly fruit basket
- Business travel: Customer and supplier visits across Europe (driver's license preferred)

We look forward to receiving your application. For more detailed information, please feel free to contact us.

#LI-JACDE

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.de/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.de/terms-of-use>

会社説明