



PR/087398 | Sales Manager

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

1581789

業種

その他（メーカー）

雇用形態

正社員

勤務地

チェコ

給与

経験考慮の上、応相談

更新日

2026年06月16日 12:00

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 and Job Overview

Our client is a Japanese trading company offering a wide range of products—including electronic components, semiconductor devices, industrial equipment, and functional materials—to manufacturers across Europe. The Czech office serves as a key base supporting Japanese clients and expanding business within the region.

We are seeking a Sales Manager to manage major Japanese accounts, develop new business in Europe, and lead a team of two sales staff. The role requires strong sales capability in technical products and frequent business travel within Europe.

Job Responsibilities

- Manage and grow business with existing Japanese manufacturing clients in Europe.
- Identify and acquire new business opportunities across multiple industries.
- Promote and sell a broad range of products including:
 - Electronic components & modules
 - Semiconductor devices
 - Industrial machinery, tools & equipment
 - Functional materials and parts
 - Customized technical solutions for manufacturing lines
- Prepare proposals, quotations, sales forecasts, and periodic business reports.
- Maintain strong, long-term customer relationships and deliver high-quality service.

- Supervise, mentor, and evaluate two sales staff members.
- Support goal setting, sales strategy planning, and daily activities.
- Foster a collaborative, high-performance team culture.
- Conduct regular customer visits across Europe, including the UK, Germany, France, Poland, and other regions.
- Attend industry events, exhibitions, and supplier meetings.
- Work closely with internal teams in Europe and Japan.
- Coordinate with logistics, technical, and procurement departments to ensure smooth delivery of services and products.

Job Requirements

Must-Have

- Strong B2B sales experience in electronics, semiconductors, industrial equipment, or related technical fields.
- Excellent communication and negotiation skills.
- Ability to manage a team and operate autonomously.
- Business-level English & Czech proficiency.

Preferred

- Experience working with Japanese clients or in Japanese corporate culture.
- Japanese language skills (advantageous).
- Experience in semiconductor device sales or technical trading business.

Benefits

- Working Hours: Monday–Friday, 8:00–17:00
- Flex-time system available
- One home-office day per week
- Company car (shared) for business use
- Compensation:
 - Base salary
 - Fixed bonus
 - Performance-based bonus
- Paid Leave:
 - 20 days of annual paid vacation
 - Christmas holiday leave

#LI-JACDE #countrygermany

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会社説明