



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05月19日 06:00

#### 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