



PR/087434 | Business Development Manager - 100% Remote Work (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

1586625

業種

レストラン・フードサービス

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06月09日 12:00

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

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

OVERVIEW

One of the biggest healthy food suppliers in EU, providing fresh products to over 4,000 customers across the western EU. With a rapidly growing rate in Germany, they are seeking an account manager to be responsible for the Frankfurt and Hessen areas to penetrate the business into clientele in a wide range of industries.

KEY REQUIREMENTS:

- Professional experience in sales, business development, or key account management from any industry
- Career motivation for sales
- Able to be based in Frankfurt or Hessen region
- Native German and Business English communication skills

JOB RESPONSIBILITIES:

- The account manager plays a key role in business expansion and development in Hessen region due to the potential of the area.
- Mainly focusing on approaching new clientele (B2B) in the market in any industry.
- Offer the company's products to clients through cold and warm contacts.
- Maximise market presence and achieve sales targets through targeted clients.
- Analyse and monitor market situation for competitiveness and sales growth perspectives.
- Maintain relationships with existing and new customers.
- Collaborate with the sales teams across countries.

REQUIREMENTS:

- Professional Experience in sales, business development, key account management, or who can clearly articulate why you want to move into sales.
- Career motivation for sales
- Able to be on the road 50% of the work
- Smart, mature, customer-centric, well-prepared, willing to learn, and goal-oriented
- Having a healthy lifestyle and being a nature or animal lover
- Eligible to work in Germany and based in Frankfurt or Hessen region.

BENEFITS:

- 100% Remote work
- Flexible working hours with 38.5 hours per week
- Annual leave starts from 24 days
- Performance bonus
- Company collective bonus
- Company car for private use

#LI-JACDE

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会社説明