



PR/087492 | Sales Development Manager (Aerospace) (100% Remote)

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

1599901

業種

その他（メーカー）

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26日 12:05

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

OVERVIEW

An international component manufacturer with a long history since 1999, supplying exhaust engine system components to automotive, aerospace, and medical industries. Presenting business in a global scale with representative offices and warehouses in Europe, US, and Asia.

To establish footprints in the aerospace business, the company is looking for a high-calibre hunting sales candidate with comprehensive experience in the aerospace industry to join the team!

KEY REQUIREMENTS:

- Minimum 8 years of experience in sales or business development proficiency
- Having strong connections and networks in the aerospace industry (OEMs, engine sub-system, or component

suppliers)

- Hunting sales mentality
- Can be employed under the company entity in Germany

JOB RESPONSIBILITIES:

- This position is expected to be responsible for new business development within the aerospace industry.
- The assigned areas are not limited to specific countries or regions, but international scope.
- Be a primary point of contact for customers, providing sales support and addressing inquiries and requests promptly.
- Develop relationships with targeted and potential customers, understanding their requests and delivering solutions to drive sales growth.
- Cooperate closely with related teams in the headquarters, including Development and Production planning teams, to ensure seamless operations and customer satisfaction.
- Analyse market trends, competition, and customer feedback to identify new business opportunities.
- Prepare sales presentations and reports.

JOB REQUIREMENTS:

- Strong understanding of the aerospace business with excellent networks and connections
- Experience in establishing new businesses and sales pipelines
- Proven track record of successfully managing and growing profitable accounts
- Strong ability to execute active and strategic sales plans
- Excellent communication and interpersonal skills
- Able to work in a multicultural working environment
- Fluent in English communication skills
- Willing to travel for business trips

BENEFITS:

- Salary: 120,000€-200,000€ (OTE)
- A company car
- Laptop and mobile phone are provided

#LI-JACDE

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会社説明