



PR/087538 | Technical Business Development / Technical Sales Manager (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

1604852

業種

ITコンサルティング

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07月28日 10:32

## 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

日常会話レベル

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

A global battery technology startup with offices in Japan and Germany, supporting next-generation battery development through both digital and real-world engineering solutions.

Their business focuses on:

- ・ Digital platforms for battery development and data utilization
- ・ Joint development and prototyping support for advanced lithium-ion battery technologies
- ・ Technical consulting and project execution for global battery stakeholders

They are seeking a highly motivated Technical Business Development / Technical Sales Engineer who can bridge the gap between customers, engineering teams, and project execution.

This role goes beyond conventional sales. You will play a key role in identifying customer needs, leading technical discussions, supporting project coordination, and driving global business opportunities in the battery industry.

The ideal candidate is comfortable engaging with both commercial and technical stakeholders and enjoys working in a dynamic international startup environment.

## Job Responsibilities

### Business Development & Client Management

- Develop and manage relationships with global clients in the battery, automotive, and energy sectors
- Identify new business opportunities and support strategic market expansion by client visits on-site in different countries
- Understand customer technical requirements and propose suitable solutions and development approaches
- Prepare technical and commercial proposals in coordination with internal teams

### Technical Sales & Project Coordination

- Lead or support technical discussions with customers regarding battery materials, cell development, prototyping, testing and production
- Act as a bridge between clients and engineering teams throughout project execution
- Support project management activities, including communication, coordination, timelines, and follow-up actions
- Collaborate closely with R&D and technical teams to ensure smooth project progression

### Market & Strategic Activities

- Monitor market trends, industry developments, and customer needs within the battery ecosystem
- Participate in exhibitions, conferences, and international business meetings
- Contribute to the development of sales strategies and long-term business growth initiatives

## Job Requirements

- Experience in technical sales, business development, project management, or customer-facing roles within the lithium-ion battery industry
- Technical understanding of lithium-ion batteries, including cell structure, materials, process development, or mass production
- Ability to conduct technical discussions with customers and coordinate with engineering teams
- Strong communication and stakeholder management skills
- Ability to work proactively in a fast-paced and international environment
- Business-level English communication skills are a must; Japanese will be an advantage

## Why join us ?

We believe innovation happens through collaboration, openness, and mutual respect.

As an international startup, we value:

- A flat and open-minded working environment
- Direct communication and fast decision-making
- A culture where ideas and initiative are welcomed regardless of title or seniority
- A strong “grow together” mindset, where individual development and company growth go hand in hand
- Cross-cultural teamwork built on trust, flexibility, and continuous learning
- Opportunity to work at the forefront of next-generation battery technology
- Direct involvement in global projects with international customers and partners
- Exposure to both software and hardware aspects of battery development
- Opportunities for overseas business travel and participation in international industry events and meetings
- Ability to shape future business development and technical sales operations from an early stage

#LI-JACDE #countrygermany

**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.

## 会社説明