

PR/087400 | Key Account Manager(Cross Border Promotion 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
1605571

業種
土木

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10月27日 18:00

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
流暢レベル

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

Location: Düsseldorf, Germany
Employment Type: Permanent, Full-time (37.5 hours/week)
Company: Global Construction & Engineering Company

■ **Company Overview**
Our client is a major international general contractor specializing in industrial, commercial, and large-scale construction projects across Europe and worldwide. Operating more than 10 branches in the region, the company provides comprehensive design, engineering, and project management solutions for global clients.

■ **Position Overview**
The Key Account Manager / Cross Border Promotion Manager will play a central role in building and maintaining relationships with global clients, while driving the acquisition of industrial and commercial construction projects across multiple international markets.

This role requires strong technical understanding, excellent communication skills, and a high willingness to travel globally.

■ **Main Responsibilities Key Account Management & Business Development**

- Establish, develop, and maintain strong relationships with global clients
- Lead global acquisition activities for industrial and commercial construction projects
- Conduct market research and deliver corporate presentations to prospective clients
- Attend global trade fairs, networking events, and industry functions
- Maintain strong relationships with existing customers
- Manage worldwide sales activities together with an experienced colleague

Project-Related Tasks

- Coordinate with internal branches, clients, planners, and subcontractors
- Support project management and ensure smooth communication
- Identify and evaluate project risks, opportunities, cost increases, and additional calculations
- Gather technical information and project details in collaboration with 13 European branches and external stakeholders

Requirements Education & Professional Background

- Degree in Civil Engineering or Architecture (or equivalent technical training)
- Minimum 3 years' experience in the construction or architectural industry
- Experience in industrial or commercial building construction strongly preferred
- Project management experience desirable
- Sales and quotation experience a plus (career changers welcome if communication skills are strong)

Language Requirements

- German: C1 level (business negotiation level)
- English: C1 level (business negotiation level)

Technical Skills

- MS Office (Outlook, Word, Excel)
- MS Project

Soft Skills

- Team-oriented, open, transparent, authentic
- Excellent communication and negotiation abilities
- Strong sales mindset and ability to acquire new business
- High intercultural competence
- Analytical and structured working style
- Ability to communicate technical topics clearly
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- Strong sense of responsibility and professionalism

Other Requirements

- Driver’s license (mandatory)

Working Conditions

- Full-time, 37.5 hours per week
- Flexitime available
- Home office options
- Combination of office work, client visits, and international travel

■ **Benefits**

- Time off in lieu for overtime
- 29 days of annual leave + traditional holidays + Christmas Eve
- Regular training opportunities
- Group accident insurance
- Health support program
- Employee discount benefits
- Company events

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会社説明