

PR/118762 | International 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 イギリス

求人ID
1614148

業種
石油・エネルギー

雇用形態
正社員

勤務地
イギリス

給与
経験考慮の上、応相談

更新日
2026年11月03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
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

Position: International Sales Manager / Sales Executive
Salary: £35,000 - £45,000
Location: London
Company: Global Industrial Company

The International Sales Manager / Sales Executive will be responsible for developing key automotive and industrial OEM accounts, as well as identifying and developing new business opportunities across the UK and Europe.

This is a commercially focused role requiring strong relationship management, strategic planning, and collaboration with internal stakeholders to achieve sales and profitability targets.

Job Responsibility

1. Sales & Account Management

- Achieve revenue and profit targets across key OEM customer accounts.
- Manage and develop relationships with existing automotive and industrial OEM customers.
- Strengthen relationships with key customers to build long-term partnerships and identify new commercial opportunities.
- Identify, develop, and grow business opportunities within existing accounts and new automotive OEM and industrial market segments.
- Understand customer requirements and provide appropriate and innovative solutions.
- Conduct sales forecasting and analysis to monitor performance and identify areas for growth.

2. Sales Strategy & Business Development

- Develop and maintain sales and marketing strategies to achieve short-term and long-term business objectives.
- Identify opportunities to increase market share within the OEM sector.
- Develop new business with automotive and industrial OEM customers across the UK and Europe.
- Work with internal stakeholders to develop pricing mechanisms, contracts, and long-term commercial agreements.
- Negotiate pricing and contractual terms with customers while maintaining profitability.

3. Internal Stakeholder Management

- Work closely with various internal departments, including Supply Chain, Product Development, Manufacturing, Quality Assurance, and Regulatory Compliance.
- Coordinate internally to ensure customer requirements regarding product quality, delivery, and supply chain are met.
- Develop productive relationships with both internal and external stakeholders to achieve agreed business targets.
- Work independently with minimal supervision while managing priorities and meeting agreed deadlines.

Requirements:

- **3 to 5 years of relevant Sales or Business Development experience within the UK and/or European market.**
- Experience within the **OEM (Original Equipment Manufacturer) sector**, preferably within the **Automotive, Industrial, Manufacturing, or related sectors**.
- Strong experience in managing and developing key customer accounts.
- Proven ability to identify and develop new business opportunities.
- Strong negotiation and influencing skills, particularly in relation to contracts and pricing.
- Strong commercial awareness and a customer-focused approach.
- Experience in sales forecasting, business analysis, and strategic account planning.
- Ability to build and maintain long-term relationships with customers and internal stakeholders.
- Self-motivated with a positive, **can-do attitude**, and the confidence to resolve issues independently.
- Strong oral and written communication skills in English.
- A qualification in Business, Supply Chain, or a related field would be preferable.

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会社説明