

PR/118794 | Account 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
1618629

業種
福祉・介護

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11月03日 07:00

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

Company: Consumer Healthcare Manufacturer

Location: Anywhere in Germany

Position: Account Manager

Salary range: €55,000-70,000 (Dependent on your experience)
Type of Position: Permanent
Working Hours: Full time, Monday to Friday
Work Arrangements: Fully remote

Key responsibility:

- Manage assigned retail accounts in Germany and achieve sales, distribution, and store coverage targets.

- Manage and grow existing retail accounts while supporting customer relationships after order acquisition.
- Support order processing and coordinate with internal and external stakeholders to ensure smooth customer service and delivery.
- Build strong relationships with buyers and convert opportunities into product listings, trial orders, and repeat business.
- Collaborate with Marketing, Regulatory Affairs, Supply Chain Management, Finance, and external partners to drive business growth and resolve commercial, regulatory, and operational issues.
- Maintain sales forecasts and coordinate inventory, deliveries, and customer requirements with internal stakeholders.
- Negotiate pricing and commercial terms within approved company guidelines.
- Monitor market and competitor activities, and provide regular reports on sales performance, KPI progress, key issues, and action plans.
- Conduct customer and store visits to understand market conditions, customer needs, and in-store execution.
- Regular business travel within Germany (typically 1-2 trips per month) and occasional travel to the UK.

Mandatory Requirements:

- Experience in FMCG, consumer goods, healthcare products, food & beverage, cosmetics, outdoor products, or other retail-focused industries.
- Valid driving licence and willingness to travel within Germany.
- Strong communication skills and the ability to work effectively with customers, internal functions, and external partners.
- Unlimited working right in Germany.
- Native-level or fluent German and business-level English are required.

Preferred Requirements:

- Proven ability to develop new business, negotiate commercial terms, and convert sales opportunities into product listings, orders, and repeat business.
- Ability to manage sales forecasts, KPIs, and customer activities, and translate them into clear actions and follow-up plans.
- Hands-on and proactive sales approach.
- Strong communication and relationship-building skills.

*We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACUK #CM
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会社説明