

PR/087652 | Fully Remote in Germany-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 ドイツ

求人ID
1618640

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
ビジネス会話レベル

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 OVERVIEW
Our client is the European healthcare subsidiary of a leading Japanese consumer healthcare manufacturer known for its innovative everyday wellness products. The company develops and markets a broad portfolio of health, personal care, and household brands distributed through retail, pharmacy, and e-commerce channels globally.
As part of its continued expansion across Europe, the company is strengthening its commercial presence in Germany and is seeking an Account Manager to support retail account development and business growth within the German market.

JOB RESPONSIBILITIES

- As an Account Manager, you will be responsible for managing assigned retail accounts in Germany and supporting sustainable business growth across key consumer healthcare brands.
- Key responsibilities include:
    - Manage and develop relationships with retail customers, distributors, and key stakeholders

- Execute sales plans and support the achievement of agreed sales targets and distribution objectives
- Promote product listings, optimize shelf presence, and drive account growth within assigned channels
- Coordinate customer requirements, forecasts, inventory planning, and delivery schedules together with Supply Chain teams
- Monitor sales performance, KPIs, and market trends, and provide regular business updates and reports
- Support pricing negotiations and commercial discussions within approved company guidelines
- Identify opportunities to expand existing business and contribute to new market development initiatives
- Conduct customer visits, trade meetings, and occasional business trips across Germany and Europe
- Provide excellent post-sales support and maintain strong long-term customer relationships
- Business trip: around once a month, within Europe.

JOB REQUIREMENTS

- 3+ years of B2B sales or account management experience
- Experience managing retail, pharmacy, drugstore, FMCG, consumer goods, household products, healthcare products, or related sectors are welcomed
- Strong relationship-building and stakeholder management skills
- Ability to coordinate multiple projects and work independently in a remote environment
- **Native-level or fluent German language skills**
- Business-level English (mandatory)
- **Valid driving licence**

BENEFITS

- Fully remote working arrangement within Germany. Candidates can be based anywhere in Germany.
- Opportunity to join a growing European business at an exciting expansion stage
- High level of autonomy and direct exposure to international stakeholders
- Company car provided

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#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.

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会社説明