

## Sales Representative or Sales Manager (m/f/d) Spain or Italy

Frankfurt am Main

Our client is a globally acting Japanese trading company specialized in high technology electronic components and machinery for the application in various industries.

The office in Frankfurt am Main is now looking for an ambitious sales representative or manager (depending on the experience) to expand the business activities in the highly potential markets in South Europe with focus on Spain and Italy.

### Your tasks

The objective for this position is to establish new customer relationships in South Europe:

- Research about market situation and potential target customers to find new business opportunities
- Develop and implement new sales initiatives and programs
- Contacting key persons in target companies, establishing sustainable relationships and introducing product portfolio
- Customer follow-up, claim management, reporting to Head Quarter

### Your profile

The ideal candidate should bring the following qualifications:

- University degree or equivalent vocational training
- First experience in B2B sales or marketing welcome, but not necessary
- Sales mentality and motivation to expand sales to new markets
- Very good communication skills, ability to cooperate and work in a team

Required languages:

- Business fluent English skills
- Japanese on a communicative level (B1~)
- German, Spanish and/or Italian advantageous, but not required

### Benefits

- Full time position with flex time and 40 hr. week.
- Availability: as soon as possible
- Commuting costs will be paid

### Contact

If you have any questions regarding this position, please contact Katrin Oltmanns under +49 211-749 686-31.

We look forward to receiving your application!

**Referenznummer:** 3943

**Fischer HRM GmbH**  
**Internationale Berater**  
**für Human Resources Management**  
Niederkasseler Lohweg 18  
40547 Düsseldorf

+49 (0)211 - 74 96 86 - 0

[info@fischer-hrm.de](mailto:info@fischer-hrm.de)