

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

Frankfurt am Main

Our client is a Japanese company in the electrical industry. The company is currently looking for an employee in their Sales department at their Frankfurt am Main office. Depending on the level of experience, this is a Sales Representative or Sales Manager position.

### Your tasks

- Maintain and develop relationships with existing clients through regular communication and in-person meetings, identifying and fostering new business opportunities
- Perform comprehensive market analyses to spot trends, uncover new market opportunities, and devise competitive strategies
- Develop and implement sales strategies to meet and exceed sales targets, including planning and executing sales promotion activities
- Work closely with the sales team and other departments to develop and implement cohesive strategies that enhance the company's overall performance
- Willingness to undertake national and international business trips (2-4 times/month) to manage client relationships and participate in industry events
- General administrative tasks such as order and invoice administration, delivery control, creating delivery plans and ensuring the correct data entry

### Your profile

- Successfully completed studies or training, reference to Japan very welcome!
- Preferably experience in the semiconductor industry or with electro-electronic components; general B2B sales experience also welcome
- Good user knowledge of MS Office
- Ability to work both independently and in an international team and good communication skills
- Proactive and reliable working style as well as a sense of responsibility

Language skills:

- English: Business level
- Japanese: Business level
- German: Welcome, but not mandatory

### Benefits

- A permanent position in an international company with a wide range of tasks
- Hybrid working system

### Contact

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

We look forward to receiving your application!

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