



(Junior) Sales Representative, Utrecht area

Fluent in German, with business travel to Germany 1-2 days per week

Our customer, an international B2B manufacturer of industrial equipment based in the Utrecht area, is currently seeking a German-speaking Sales Representative to expand its business in Germany.

As part of a small and dynamic sales team, you will operate in an international environment. Upon joining, you will take part in an internal training program designed to provide in-depth knowledge of the company's products and help you maximize your sales success.

Job description

- Develop and execute sales expansion strategies in assigned countries.
- Manage general sales activities (visits, calls, emails) and maintain strong client relationships.
- Handle the full sales process, from first contact to project completion, including technical discussions, quotations, drawings, site surveys and training.
- Prepare and update sales materials such as brochures, manuals and other documentation.
- Organize and participate in exhibitions, seminars and customer events.
- Communicate effectively with customers, prospects and internal team members.
- Oversee logistics, shipping and stock control in cooperation with administrative staff.
- Assist with localized product development.
- Support general office and administrative management when required.

Requirement

- Fluent in German
- Bachelor's degree
- 1–3 years of B2B sales experience
- Interest in physics or chemistry is an advantage for understanding the products
- Proactive, outgoing, quick learner, and self-starter
- Excellent communication skills, self-motivated, and target-oriented
- Based in the Netherlands and holds a valid work permit
- Possesses a valid driver's license
- Willing to commit to a long-term position

Please feel free to call Ms. Yumiko Miyajima (+31.6.14690830) for more information or you can apply for this job by sending your CV to info@miyajimarecruitment.com.

