



Junior Sales Engineer (Remote), Germany

Fluent in German, International B2B Manufacturer

Our client, a global Japanese manufacturer of high-quality industrial apparatus, is looking for a motivated Junior Sales Engineer to strengthen its business presence in Germany.

This is a fully remote position with regular customer visits across Germany. You will work closely with a small, international sales team based in the Netherlands, which you will visit 1–2 times per month.

If you have a technical background or first experience in (technical) sales and you are eager to grow into a full-fledged Sales Engineer, this is an excellent opportunity to develop your skills. Upon joining, you will follow a comprehensive internal training program to help you gain strong product knowledge and build your sales success.

Job description

- Develop and implement sales growth strategies within Germany
- Manage day-to-day sales activities (customer visits, calls, emails) and maintain strong relationships
- Oversee the entire sales cycle: first contact, technical discussions, quotations, drawings, site surveys, and training
- Prepare and update sales tools such as brochures, manuals, and presentations
- Organize and participate in trade shows, exhibitions, and seminars
- Communicate effectively with customers, prospects, and internal teams worldwide

Requirement

- Fluent in German
- Bachelor's degree; technical studies preferred to better understand the products
- 0–2 years of B2B sales experience
- Interest in physics or chemistry is a plus
- Proactive, outgoing, eager to learn, and self-driven
- Strong communication skills and target-oriented mindset
- Based in Germany, ideally in the Nordrhein-Westfalen region
- Valid driver's license

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.

