



Sales Representative, Utrecht area

Fluent in German, with business travel to Germany

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

The Sales Representative will be responsible for driving sales growth, managing customer relationships, and overseeing the full sales cycle from initial contact through to project completion. This role combines commercial, technical, and administrative responsibilities and requires a willingness to travel as needed.

As part of a small and dynamic sales team, you will work in an international environment. Upon joining, you will participate in a comprehensive internal training program designed to provide in-depth product knowledge and enable you to achieve strong sales performance.

Job description

- Conduct general sales activities via visits, telephone and e-mail
- Develop and execute sales expansion strategies and related procedures for assigned countries or regions
- Communicate regularly with customers and prospects to build and maintain strong relationships
- Provide marketing information and sales support to customers
- Manage the full sales process from initial client contact to commissioning of installations, including:
 - Communicating and conducting technical discussions with suppliers, customers, and prospects
 - Preparing quotations and supporting technical sales tools
 - Creating drawings and technical documentation
 - Conducting site surveys and providing project consultation
 - Training and supervising installation work
 - Supporting and overseeing the commissioning of installations
- Prepare, issue, update, and provide brochures, manuals, and other sales-related materials to customers
- Schedule and conduct exhibitions, seminars, congresses, and other promotional activities

Requirement

- Fluent in German and English
- Bachelor's degree of similar
- 1-3 years of B2B sales experience
- Based in the Utrecht area and holds a valid work permit
- Possesses a valid driver's license





- Technical interest
- Proactive, outgoing, quick learner and self-starter
- Excellent communication skills, self-motivated and target-oriented
- 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.

