



Sales Representative – German & European Markets

German & English Speaker | Japanese Skills and Experience Appreciated

Full-time | Amsterdam

We are seeking a proactive, results-driven Sales Representative to strengthen our presence in Germany and selected other European markets.

This is a sales role for someone who enjoys developing new business, meeting customers, building long-term relationships and taking ownership of the full sales process. You will be responsible for identifying and approaching new customers, managing existing distributors and accounts and supporting the sales process from initial contact and quotation through to order fulfilment and delivery.

As part of a small and dynamic team, you will have the opportunity to make a direct contribution to the company's growth and market development.

Experience with Japanese companies, Japanese business culture, or the Japanese language is highly appreciated and will be considered a strong advantage.

Key Responsibilities

- Actively develop sales and business opportunities in Germany and selected other European countries.
- Manage and develop relationships with distributors, customers and business partners in Germany and other markets.
- Identify, approach and develop new customers through proactive outbound sales and business development activities.
- Conduct customer visits and face-to-face meetings as well as communicate with customers by email, phone and online platforms.
- Build and maintain strong, long-term relationships with existing and prospective customers.
- Understand customer needs and proactively propose suitable products and solutions.
- Provide timely and accurate product, pricing and service information.
- Prepare quotations, invoices and shipping documentation.
- Manage customer orders and follow up throughout the process until successful delivery.
- Coordinate with logistics partners and support shipping operations.
- Assist with stock and inventory management.
- Contribute to sales planning, forecasting, market development and growth initiatives.
- Participate in exhibitions, customer visits and other sales and networking activities.
- Represent the company professionally and effectively in the market.
- Take on additional responsibilities as needed in a small-team environment.



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Requirements

- Bachelor or similar
- Minimum 1 year of sales experience in the European market.
- Experience in active sales, business development and account management.
- Fluency in German and English is mandatory.
- A proactive, hands-on approach to sales and business development.
- Strong ability to identify opportunities, approach potential customers, build relationships and convert opportunities into sales.
- Strong business development mindset, with the ability to plan, propose and execute sales activities.
- Understanding of Japanese business culture and business practices is highly appreciated.
- Japanese language skills are a plus.
- Detail-oriented, punctual, well-organized and target-driven.
- Strong communication, interpersonal and negotiation skills.
- Independent and self-motivated, while also being a team player.
- Willingness and ability to travel within Germany and other European countries when required.
- Valid EU work and residence permit is mandatory.
- Able to commute to our Amsterdam office.

What We Offer

- Competitive salary, negotiable depending on experience and qualifications.
- Full-time position based in Amsterdam.
- 25+ vacation days.
- Pension scheme.
- Transportation allowance.
- Health check-up support.
- Training and development opportunities, including opportunities to travel abroad for training.
- The opportunity to work in an international, multicultural environment.
- A dynamic small-team environment where your contribution has a direct impact on company growth.

If you are interested in this role, please send your CV and cover letter to info@miyajimarecruitment.com (Attn: Ms. Yumiko Miyajima), or call +31 6 14690830 for more information.



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