



About Nippon Recruitment

Nippon Recruitment specialises in international recruitment worldwide, with a focus on Japanese companies. On behalf of our customer we are looking for a

Senior Account Specialist Business Development International, Duesseldorf-based

Company information

Our customer is a large Japanese multinational. The Group specialises in the manufacture of fastening products. Their ground-breaking research and engineering facilities produce environmentally sustainable products and services. They support local communities and actively engage in initiatives, projects and programs that encourage corporate social responsibility. As part of their Global Marketing Group, you will be expected to cultivate such an attitude, providing local businesses with access to their global network.

Job description

The role in subject has the main scope to look for new possible customers, activate positive relations with and persuade decision makers. The role carries out global marketing activities and strategies. Once the business relation is consolidated, customers are handed over to regional management.

- Identify and develop new business opportunities
- Generate leads and cold calling prospective customers
- Nurturing and developing relationships with key target accounts
- Providing specialist advice on the products and services
- Negotiate pricing with clients in line with internal guidelines
- Informing management on both progress and timeline, providing with accurate forecasting of anticipated sales
- Frequent synchronization with Regional management
- Training and mentoring of junior SPs
- Perform store audits, attend trades shows and monitoring of the markets
- Provide sales and customer support to other account managers

Job requirements

In order to qualify for these versatile and challenging positions, required are at least the following criteria:

- Degree in Sales or Marketing
- MS Office user level skills
- Superior level of business oral and written English command
- Knowledge of marketing tools
- Knowledge of the fashion industry and its current events is preferred
- Target orientation, "hunter" mentality and eagerness
- Strong communication/negotiation skills and power of persuasion
- Availability to frequent and long business trips abroad

Are you looking for a challenging role and aiming for a contract with the worldleader in textile fastening materials, then please apply to application@nipponrecruitment.com. If you need more info, please call Gert-Jan van der Lei: +31 6 21257183.