



## **About Nippon Recruitment**

*Nippon Recruitment specializes in international recruitment worldwide, with a focus on Japanese companies. On behalf of our customer, a multinational machinery producer located in Amsterdam, we are looking for a*

### **Sales Representative, Amsterdam (1205) Cutting and welding, international travelling**

#### **Company information**

Our customer produces machinery which is being used for many applications in various industries. They are the regional headquarters in Europe, with global headquarters in Japan.

#### **Job description**

- Sales of cutting/welding equipment and services in European market
- Dealer management and development
- Regularly calling and visiting customers.
- Creating new business
- Educating customers on products and services
- Negotiating with existing and potential customers.
- Assisting in after sales
- Reporting to management by submitting activities & analysis report
- Meet personal and team sales targets
- Prepare quotations and proposals to potential and existing customers
- Follow up customer payments together with Financial department
- Resolving customer complaints
- Participate in projects and other activities as needed

#### **Job requirements**

To qualify for this versatile and challenging position, required are at least the following criteria:

- Bachelor (or similar) degree in Sales
- Native Dutch and sufficient level of English for business
- Sales experience
- Excellent communication, negotiation and interpersonal skills
- Strong problem-solving mind
- Willingness to continuously learn and improve
- Ability to work as a team player
- Strong planning, analytical and organizational skills
- Knowledge of MS Office
- Willingness to travel abroad

Are you looking for the next step in your career, with an expanding multinational? Please send your CV to Wakana Kaitani ([Application@nipponrecruitment.com](mailto:Application@nipponrecruitment.com)) or call +31 6 12095768.