

3/17/2023

IKEUCHI EUROPE B.V.

Hirofumi Nakamura

職種 : Sales Representative

業務内容 :

We are the European sales subsidiary of H.IKEUCHI & Co., Ltd. in Osaka, Japan, a prominent industrial spray nozzle and humidifier system manufacturer.

IKEUCHI EUROPE was founded in Amsterdam in October, 2008. Since then we have been promoting our products in the European market.

As we are 'The Fog Engineers', we supply not only the hardware for our fog-generating products, but also provide support and system designs for many kinds of industries and applications. Our service helps our customers improve their quality, save on labor costs, energy, and water, etc.

Currently, we are looking to hire a new sales personnel who can work with us to help expand our market share in the European market.

As a sales representative, you will be accountable for providing our technical solutions to new and existing customers through outbound acquisitions in a wide range of industries. However, your overall responsibilities revolve around the following tasks:

- Developing personal sales capabilities, management skills and product/market knowledge.
- Being responsible for outbound & inbound revenue growth, whilst achieving the company sales targets and objectives, and personal quotas.
- Being responsible for assigned pipeline management, whilst managing clients and company portfolio.
- Learning about and executing various sales strategy approaches to penetrate the complex international enterprises.
- Supporting Sales, Management and Business Development.
- Developing a yearly track record of growing performance, and knowledge.

必要応募条件、能力、スキル :

- EU nationality or possess a valid work permit for work in The Netherlands.

- EU Driver's license
- Residence in The Netherlands
- At least 3 years of sales development experience in selling industrial products, B to B.
- Communication in Dutch at a professional level (speaking, writing, reading), and fluency in English (speaking, writing, reading).
- Education: HBO or WO.
- Proficiency in MS office and tools (e.g.: OneDrive).
- Travelling: 20 -40 % per month.
- Ability to work and travel within EU is a must.
- The candidate should be eager to learn, self-starting, supportive and flexible. Intercultural communication, understanding and mindset are required.
- As preferred and bonus skills: a technical background with knowledge of and understanding of physics.

勤務地 : Merwedeweg 6, 3621 LR Breukelen The Netherlands

その他 :

Work hours:

- 5 days (40 hours) per week,
- 8:30AM~5:00PM (Including 30 minutes lunch time)

**What we offer:**

- Salary based on experience, etc.
- An 8 % holiday included.
- A commission based on the quarterly and yearly target achievements.
- 23 paid days off based on a full-time position of 40h/ week. + a couple of company holidays
- A pension scheme.
- Hybrid working.
- Home-office cost contribution and reimbursement of home-work travel costs.
- A company car.
- A laptop and mobile phone.

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