

Welcome to NACHI – The German subsidiary of the Japanese technology company NACHI-FUJIKOSHI has been around for over 50 years. More than 80 engineers, technicians, tradesmen, and sales personnel at NACHI Europe GmbH serve potential and existing clients in Germany and in practically all European countries. The NACHI product range includes metal-cutting tools, roller bearings, hydraulic equipment & systems, industrial robots, and machine tools.

We are currently looking for a

**Sales Manager – Industrial Robots (m/f/d)**

Location: Baden-Württemberg

Job Type: Full-time

Start: as soon as possible

**Your mission**

Acquire new customers and manage existing accounts, including key accounts such as OEMs, system integrators and end customers, across the DACH region.

Identify market potential through competitor and demand analysis and continuously expand your sales territory.

Provide solution-oriented customer consultancy, clarifying technical feasibility and managing requirements and specifications.

Manage the entire sales process, from initial enquiry and quotation to order fulfilment and after-sales support.

Collaborate closely with internal teams (sales, engineering and management) to achieve customer objectives.

Build and maintain a strong network across industries, associations and organisations.

Drive sales activities such as customer visits, trade fairs and in-house exhibitions.

**Your profile**

Completed technical education or degree, with experience of selling technically complex products.

Experience in industrial robotics sales (manufacturer, distributor or system integrator) is a strong plus.

Proven track record in acquiring new customers and managing key accounts

Solid commercial understanding and a clear sales mindset

Business-fluent German and English (written and spoken); additional languages are advantageous.

Willingness to travel within the DACH region (including overnight stays).

Both beginners and experienced candidates welcome

**We offer**

The opportunity to represent a Japanese premium robotics manufacturer in the DACH market.

A secure, permanent, full-time position within a strong, supportive team.

A high level of autonomy, creative freedom and room to grow

A dynamic role with new challenges every day

13 monthly salaries, holiday pay and supplementary health insurance

A company car for private use

30 days of annual leave

Please send your application to

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