

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. Since 1939, the outstanding quality of NACHI roller bearings has been convincing. This is due to the company's unusually high level of vertical integration. Every production step, from crude steel and heat treatment up to machining and assembly of the bearings, is carried out and monitored in-house. Currently, NACHI supplies a comprehensive range of deep-groove ball, cylindrical and tapered roller, and precision bearings for applications in general machine building, aerospace, and the demanding automotive industry.



We are currently looking for a

Sales Manager (m/w/d) OEM Industrial & Distribution

to be located at the Stuttgart headquarter.

Your tasks

The purpose of the job is to increase sales for the whole Nachi group for DACH customers by strengthening the support of and the relationship with them.

- regular visits at customers, acquisition of new customers (ca. 10%) to commercialize NACHI bearings with DACH Industrial OEMs in target industries
- support and expand existing OEM customers and distributors
- develop a deep and wide relation network with customers to predict demand changes
- create meaningful sales and meeting reports including to-do lists and putting them in the CRM system in a timely and accurate manner.
- prepare market analysis and assessment of demand, observation of competitors
- organise and participate in national and international exhibition fairs

Your profile

education with a technical orientation (state-certified technician / engineer) or equivalent education

minimum 5 years sales experience in the field of bearings or transmission parts

experience in Key Account Management and strategical sales

business fluent in German and English (spoken & written), is an advantage.

good economical knowledge

prepared for extensive travelling (60-65%)

We offer

- a fascinating role where you can sell products of outstanding quality to international costumers
- being part of a great international team
- excellent possibility to grow and advance
- the advantages of a stable, well-renowned company
- a competitive salary and benefits package

Interest? A short CV is sufficient for us. I am also happy to answer short questions by telephone without obligation.

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