

Regional Sales Manager (m/w/d)

The position of Regional Sales Manager (FUJINON Broadcast & Cine Lenses, Eastern Europe & Nordics) is to be filled as a long-term permanent role at FUJIFILM Germany GmbH, based in Kleve, at the earliest possible date.

This role focuses on building sales within export markets, specifically Eastern Europe and the Nordic countries. You will maintain direct contact with B2B business clients as well as relevant distributors, thereby contributing directly to the company's continued growth. You will have the opportunity to work primarily remotely, while regularly conducting in-person meetings with customers and distributors across Eastern Europe and the Nordic region.

Join our international team, which specializes in—among other areas—the sales and repair service of optical devices. As a subsidiary of the Japanese corporation FUJIFILM Corporation in Tokyo, this forward-looking company—founded in 2017 at its Kleve location—stands for state-of-the-art technology and outstanding quality.

We offer

Flexible Working Hours: We enable you to customize your work schedule to achieve an optimal balance between your professional and private life.

Remote Work: Benefit from the flexibility to work from home or while on the go.

Vacation: Enjoy 30 days of annual leave for rest and personal time off. Vacation Allowance and 13th-Month

Salary: We reward your commitment with an additional vacation allowance as well as a 13th-month salary.

Company Vehicle: We provide you with a company vehicle to visit your clients.

Health Promotion Initiatives: We place great value on your health and support you with targeted programs and initiatives designed to promote well-being.

Capital-Forming Benefits: Benefit from additional savings opportunities that we, as your employer, subsidize.

Company Pension Scheme: To secure your future, we offer an attractive company pension scheme, allowing you to plan for the long term with peace of mind.

Tasks

- Establishing and expanding sales operations in Central Eastern Europe and The Nordics
- Identifying and acquiring suitable distributors and business clients (e.g., providers of TV outside broadcast services, public broadcasters, private broadcasting stations, broadcast rental companies and resellers) within the countries of the respective regions
- Developing sales strategies in collaboration with distributors
- Generating leads and pre-qualifying potential customers
- Conducting client meetings, including short- and long-term needs analysis
- Taking full responsibility for identifying potential clients, establishing initial contact, and providing comprehensive customer support - from introduction meetings through to order processing
- Forecasting sales targets and anticipated projects, including the preparation of sales proposals for the assigned territories
- Networking (at trade fairs, via social media) and supporting marketing initiatives such as trade shows and events
- Planning for the achievement of individual performance goals as well as business unit objectives, in alignment with the company's strategies and guidelines

Profile

- You have successfully completed a relevant university degree or a commercial vocational training programme
- You have international B2B sales experience (ideally within the broadcast and film technology market) and are keen to learn about our specialised optical products, the associated market, and its unique characteristics
- You have a genuine interest in diverse cultures and their respective nuances
- You consider yourself a natural communicator in both German and English, and you impress others with your eloquence, diplomatic skills, and professional demeanour when interacting directly with business clients
- You demonstrate strong initiative and perseverance in your efforts to successfully penetrate and capture export markets
- A high degree of flexibility and a strong team spirit are natural to you
- You are willing to travel internationally (approximately 30–50% of your time) and enjoy business travels
- Please submit your application – including an English CV and cover letter

We look forward to receiving your complete application documents.

Please send your application to:
Fujifilm Germany GmbH
Fujistraße 1; 47533 Kleve
Attn: Jennifer Haase / Human Resources
Tel: +49 2821-509239
Email: bewerbung_ffde@fujifilm.com