



Sales Executive (m/f/d) for passive electronical components

as of now in our european office located in **Fürth** (metropolitan region Nuremberg) | **Full time and permanent**

About us:

Taiyo Yuden is a Japanese group with headquarters based in Tokyo. With more than 20,000 employees we develop, produce and distribute electronic components worldwide. The European subsidiary is based in Fürth and responsible for providing excellent services to EMEA-Customers (Europe, Middle-East, Africa). We supply the electronic industries with MLCC's, inductors, coils and other electronic products of the Taiyo Yuden Group.

Your Role:

- Manage and grow relationships with international customers across technical and commercial domains
- Present our product portfolio to engineering and procurement teams; proactively drive product approvals and deepen customer relationships
- Collaborate closely with internal stakeholders including Field Application Engineers and Customer Service to ensure seamless customer support
- Lead contract and pricing negotiations; prepare and follow up on quotations to close deals and meet targets
- Own budget planning and management for assigned production sites; take full responsibility for monthly and annual forecasts
- Active participation in trade fairs, industry events, and on-site customer visits

Your skills and experiences:

- Completed commercial or technical training, ideally with a focus on electronics, electrical engineering, or a related field
- Several years of experience in technical sales, preferably in the electronic industry
- Strong customer orientation, communication skills, and negotiation abilities
- Independent and structured working style with willingness to travel
- Excellent verbal and written skills in both German and English

Why join us?

- Flex time model and 30 days of annual vacation
- Performance-related bonus payments in addition to a fair salary
- Investment contributions and company pension plan, financial benefit for public transport ticket "Deutschlandticket"
- Discount on gym in vicinity and an additional company health insurance
- Good traffic connection and designated parking spaces
- Social events like corporate run, barbecue in summer and Christmas party

Join our family and send us your application via mail through the link below. If you have any questions, please don't hesitate to contact our Manager of Human Resources Jolene Rashed (Tel. 0911/9364 239).

[Apply now](#)