



## Sales Supervisor - 米国ケンタッキー州：労働ビザサポート有り

ビザサポートあり。アメリカでの就職を希望する方に最適なチャンスです！

### Job Information

**Recruiter**

[Interesse International Japan Inc.](#)

**Hiring Company**

iii career (Interesse International Japan)

**Job ID**

1502121

**Industry**

Automobile and Parts

**Company Type**

Large Company (more than 300 employees)

**Job Type**

Permanent Full-time

**Location**

United States

**Salary**

Negotiable, based on experience

**Work Hours**

7:00-16:00

**Refreshed**

November 7th, 2024 16:45

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

No permission to work in Japan required

### Job Description

Japanese Auto Parts Supplier seeks a Sales Supervisor in Frankfort, KY.

Salary range: \$74,000-76,000

Language Skills: Japanese/English Bilingual Skills

**\* E visa support will be provided for the qualified candidate.**

**With 3 + years of manufacturer sales experience or 20+ years of experience.**

**The sales activities include all aspects of customer service**

**including phone calls, emails, and sometimes in-person meetings,**

**as well as working with internal manufacturing and accounting departments.**

### **Summary:**

Sales Supervisor will primarily oversee the sales operations of our company by managing and processing incoming purchase orders, creating the corresponding sales orders, and generating sales forecasts so that each department has the necessary information for planning. You will also be in charge of a customer in Ohio/ South Carolina/ North Carolina/California, negotiating contracts and price, gathering information, building relationships, and preparing for the launch of a new model. You will also be assigned to projects that our managers and President request to help guide our company in a better direction. Close communication, both internally and externally, is expected.

### **Tasks**

#### **■Communication with existing customers**

- Communication with customers regarding product sales (delivery date adjustment, preparation and submission of quotations, etc.) via e-mail, telephone, customer Web sites and portal.
- Gather information on customers' production plans, new model launches, etc.
- Support annual price revisions with customers.
- Visit customers regularly (Ohio, South Carolina, North Carolina and California).

#### **■Data input and prepare data sheet by excel**

- Regularly update sales plans.
- Creation and updating of new model launch schedules
- Update of product database (← Issuance of catalyst ledger)
- Data input on SAP
- Reviewing inventory

#### **■Mid-term Budget**

- Compile sales budget and prepare support data
- Create this year's summary sheet by copying previous year' sheet and update if any changes (expected sales, unit price of materials, etc) were made.
- Gather information on the customer's future vehicle production plans.
- Extract vehicle models and the program duration that apply to our company's business.
- Convert vehicle numbers into catalyst quantities and update expected sales quantity for each applicable FY on the sheet.
- Work with global sales team in Japan (Sales team) to evaluate our company's budget proposal is in alignment with their expectation.

#### **■Market Analysis**

- Research and analyze the market situation and share it internally

Run monthly analysis from Markline website and distribute to office members and global sales team in Japan.

Review Automotive News and Jetro News weekly basis to pick-up news articles relevant to auto industry and EV transition trend. Report findings to president via weekly briefing report.

#### ■Other

- Assign and lead projects as requested by Managers and president.
- Other administrative duties as assigned

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#### Required Skills

- Works well under deadlines and pressure.
- Able to analyze and comprehend technical information.
- Computer Skills including Excel.
- Excellent math skills.
- Excellent communication skills.
- Organization skills.
- Attention to detail.
- Experience with SAP (Prefer)

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#### Company Description

Interesse International Inc.は、1996年にニューヨークで創業し、米国全土で日英バイリンガル人材に特化した人材紹介サービスを提供しています。

主に日系企業の米国法人を対象とし、全11拠点を活かして各地域の産業ニーズに応える支援を展開しています。

2022年には日本法人であるインテレッセインターナショナルジャパンを設立し、国内外で活躍を目指す日英バイリンガル人材や帰国者の就職・転職を支援しています。

また、米国内での就職を希望する人材にも対応し、企業と求職者の架け橋として信頼されるパートナーを目指しています。