



PR/086461 | National Account Sales Associate

Job Information

Recruiter

JAC Recruitment USA

Job ID

1512787

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 11:06

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

POSITION SUMMARY

Our client is seeking a highly motivated Sales Associate to help grow their company and brand recognition. This role is integral to supporting the Club channel. The Sales Associate will collaborate extensively across departments to drive revenue growth and provide essential support to the club sales team.

RESPONSIBILITIES

- Manage and track incremental and accrual promotional activities across all regions, business centers, and E-commerce.
- Lead the completion of buy docs for new items, collaborating with marketing for accuracy.
- Work with the Category Analyst to conduct pre- and post-promotion analysis, recommending adjustments to future programs as needed.

- Complete food safety audit and code of conduct application for factories in Japan, Thailand, and Indonesia.
- Track buy docs and collaborate with finance and supply chain to ensure accurate processing of purchase orders, auditing terms, conditions, allowances, and costs.
- Communicate promotional events with marketing and supply chain to optimize operational efficiencies.
- Support the Sales Manager during client meetings by taking notes and completing follow-up tasks.
- Attend and execute Costco roadshows as scheduled.
- Prepare and ship samples to brokers and the buying offices of Costco, Sam's, and BJ's.
- Compile and submit expense reports following business trips, ensuring accuracy and compliance with company policies and procedures.

QUALIFICATIONS

- Bachelor's degree in business administration, marketing, communication, or a related field.
- Over three years of sales experience within the club industry, with at least one year in logistics.
- Experience supporting trade shows and roadshows is a plus.
- Exceptional customer service, written, and verbal communication skills.
- Proficient in Microsoft Office, particularly PowerPoint and Excel.
- Results-oriented with a proactive approach to problem-solving.
- Strong organizational skills to manage multiple tasks and meet deadlines.
- Detail-oriented to ensure accuracy in sales reports and order processing.
- Ability to foster positive relationships with internal teams.
- Adaptable and flexible in managing changing priorities and workload.
- Availability to travel 50% of the time for client meetings, trade shows, and roadshows

REQUIREMENTS

- Over 6 years of experience in the CPG industry, particularly within the C-store channel.
- Experience in managing relationships with retailers, brokers, and distributors.
- Strong knowledge of syndicated data (Nielsen, IRI, etc.) and P&L management.

OTHER REQUIREMENTS

- Frequent local and domestic overnight travel.
- Driving (Automobile).

SALARY USD55,000-70,000

BENEFITS

- Health Insurances (Medical, Dental, Vision, Life, AD&D, LTD).
- 401(K) with employer match.
- Bonus.
- Flex-time.

WORKSTYLE

- Hybrid work (combination of in-office and remote work).

We sincerely apologize, but due to a high volume of applicants, only those who successfully pass the initial screening will be contacted. We truly appreciate your understanding.

#LI-JACUS #LI-US #countryUS

Company Description