



PR/086513 | Sales representative

Job Information
Recruiter

JAC Recruitment USA

Job ID

1512814

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

January 21st, 2025 02:00

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 company is seeking a motivated and results-driven Sales professional in North of San Francisco, CA. The ideal candidate will play a crucial role in driving revenue growth by effectively managing client relationships and identifying new business opportunities.

Experience with construction companies, equipment dealers, and rental equipment companies is highly desirable. Strong sales process knowledge, excellent communication skills, and the ability to collaborate with various departments are essential.

RESPONSIBILITIES

- Develop and maintain relationships with clients throughout San Francisco Bay Area, and North of California
- Conduct market research to identify potential clients and industry trends.
- Utilize CRM and MS Office Excel systems for tracking sales activities, managing inventory, and processing orders

- Provide regular updates on sales performance and market insights to management.

QUALIFICATIONS

- Experience in used equipment, equipment rentals and construction machinery.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work collaboratively in a team-oriented environment while also being self-motivated.
- Proficiency in systems related to sales operations tools including CRM and MS Office.
- Experience in used equipment procurement is a plus.

LOCATION AND HOURS: Vallejo, CA. Hybrid - Remote and Office-based

- 8 hour shift
- Monday to Friday

BENEFITS:

- 401(k) matching
- Dental insurance
- Health insurance
- Vision insurance

Job Type: Full-time

SALARY: \$100,000-\$120,000/yr + Commissions

- Includes salary, commissions, 401(K) Match, Medical & Dental insurance.
- Employees receive paid time off including vacation, sick days, and holidays
- Employees receive company laptop, cell phone, and mileage allowance.

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