



## PR/086578 | Sales Manager / Director

### Job Information

**Recruiter**

JAC Recruitment USA

**Job ID**

1521511

**Industry**

Restaurant, Food Service

**Job Type**

Permanent Full-time

**Location**

United States

**Salary**

Negotiable, based on experience

**Refreshed**

April 8th, 2025 19:00

### 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

#### Company and Job Overview

Major Japanese food corporation is seeking a sales manager/director to join their team. The candidate is responsible for leading and executing sales strategies to drive revenue growth, manage distributor relationships, and expand market share in the United States.

#### Job Responsibilities

- Develop and implement a sales growth strategy focused on both short-term revenue targets and long-term expansion
- Establish and manage sales KPIs, forecasting, planning, and budgeting.
- Travel domestically and internationally as needed to engage with customers and distributors.
- Assist customers in understanding the benefits of raw materials by preparing and presenting updated research and scientific findings.
- Develop and execute marketing strategies in close partnership with the marketing function.
- Analyze and compare products with competitors to highlight unique advantages and refine sales positioning.

#### Job Requirements

- Bachelor's degree in biology or a related scientific field from an accredited university or college, or equivalent combination

of education and experience

- At least 6-7 years of experience in ingredient sales in the food industry

- Strong leadership, strategic thinking and excellent communication skills
- Proficient in CRM software, MS Office Suite and other sales tools

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## Company Description