



PR/086578 | Sales Manager / Director

募集職種

人材紹介会社

JAC Recruitment USA

求人ID

1521511

業種

レストラン・フードサービス

雇用形態

正社員

勤務地

アメリカ合衆国

給与

経験考慮の上、応相談

更新日

2025年02月11日 10:28

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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

#LI-JACUS

会社説明