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USA



PR/086578 | Sales Manager / Director

Job Information

Recruiter

JAC Recruitment USA

Job ID

1541134

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

June 17th, 2025 07:00

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