



JAC Recruitment

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USA



## PR/086735 | Assistant Manager, Sales

### Job Information

**Recruiter**

JAC Recruitment USA

**Job ID**

1541200

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

United States

**Salary**

Negotiable, based on experience

**Refreshed**

June 3rd, 2025 14:01

### 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

In this position, responsibilities include developing strategies to achieve the sales targets while ensuring excellent customer service and maintaining strong professional relationships with customers. The role also involves supervising the stocking, management, and merchandising of products in Asian Grocery markets through regular visits. Business trip is required.

#### RESPONSIBILITIES

- Contact, manage, and work closely with our distributors.
- Present, promote and sell products to increase sales.
- Visit, manage, and merchandise Asian Grocery stores to expand distribution channels.
- Handle customer orders and resolve issues to ensure high levels of customer satisfaction.

- Conduct essential promotions and advisements for our distributors, stores, and consumers.
- Create and submit sales report to Sales Manager.
- Introduce new hair care products to customers.
- Track and monitor targeted budget monthly, quarterly and half year.
- Participate in the PDCA cycle relating to team and individual goals.
- Supervise one direct report.
- Perform other duties or tasks assigned by the Sales Manager.

#### QUALIFICATIONS

- Experience in the Asian Grocery market business is preferred.
- Must speak English and Korean or English and Chinese.
- Availability to travel on business trips.
- Proficiency in Microsoft Excel and Word
- Minimum of 3 years of sales experience.

#### SKILLS AND ABILITIES

- Excellent leadership and time-management skills.
- Effective communication and people skills.
- Ability to work independently and with a team.
- Analytical skills with the capability to interpret data and utilize sales data effectively.
- Effective critical thinking and problem-solving skills.
- Ability to work under pressure and meet tight deadlines.
- Information Technology skills.

SALARY USD75,000-80,000 (Full-Time Exempt)

#### BENEFITS

- Performance-based fiscal year-end bonus.
- Health, dental and vision insurance.
- Life and disability insurance.
- Retirement savings plan.
- Paid time off and holidays.
- Opportunities for professional development and career growth.

LOCATION Cypress, CA (Office Onsite M-F)

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Company Description