



JAC Recruitment

We are recruitment specialists around the globe

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

May 20th, 2025 12:45

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)

#LI-JACUS #LI-US #countryUS

Company Description