



PR/086790 | Outside Sales Associate (Chinese Bilingual)

Job Information

Recruiter

JAC Recruitment USA

Job ID

1544833

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

June 17th, 2025 10:43

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

A Japanese food trading corporation is looking for a dynamic and bilingual (Chinese/English) Outside Sales Representative to join their team. The role involves establishing and maintaining customer relationships, with success measured by understanding the sales process and having excellent interpersonal skills. The Sales Associate will achieve objectives by maintaining existing customers in their assigned areas.

RESPONSIBILITIES

* Sales and Customer Visits: Meet monthly and annual sales quotas, visit existing and potential customers to provide support and sell products.

* Payment and Customer Satisfaction: Cooperate with accounting for timely payment collection, maintain high customer satisfaction, and resolve issues promptly.

* Order Processing and Deliveries: Collaborate with purchasing and warehouse teams to ensure accurate order processing and coordinate urgent deliveries.

* Client Meetings and Education: Travel to meet clients, educate them on product benefits, and input/update orders in the company database.

* Vehicle and Inventory Management: Maintain and operate company vehicles safely, participate in weekly sales meetings, and attend semiannual inventory counts.

* Additional Duties: Attend company events outside normal working hours, perform other assigned duties, and respond to management requests.

QUALIFICATIONS

* Bachelor's degree in business administration or related field

* Fluent in both Chinese and English, with excellent communication skills.

* Proven track record in sales, preferably in the food industry.

* Ability to lead and motivate a team effectively.

* Strong analytical skills to develop and implement successful sales strategies.

* Comfortable working in a fast-paced, international environment.

BASE SALARY USD45,000-65,000 (DOE) + Incentive + 1st year guaranteed bonus

LOCATION Seattle, WA

#LI-JACUS #LI-US #countryUS

Company Description