



PR/086777 | Sales Manager

Job Information

Recruiter[JAC Recruitment USA](#)**Job ID**

1547909

Industry

Amusement, Entertainment

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 16:03

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

Sales Manager (Hybrid/Los Angeles)

A Japanese entertainment company seeking a driven and strategic Sales Manager to lead the financial and operational success of our trading card game products across Hobby shops, Distributor network, and Mass Market retailers. This role is responsible for developing and executing comprehensive sales strategies, managing account-level forecasts, and identifying growth opportunities within assigned territories.

The ideal candidate will bring a proven track record of growing sales, building strong channel relationships, and delivering results in a fast-paced, competitive environment. A deep passion for the trading card game industry and a strong understanding of its unique market dynamics are essential.

RESPONSIBILITIES

- Manage and grow a diverse network of distributors and retail partners, ensuring optimal product distribution, visibility, and sell-through across all channels.
- Develop and maintain strategic partnerships with key accounts to drive promotional planning, product placement, and category expansion.
- Plan and execute consumer-facing and trade industry events to increase brand awareness, drive sales velocity, and strengthen relationships with retail and distribution partners.
- Collaborate cross-functionally with internal teams (R&D, Marketing, Production, Operations, Organized Play) and external stakeholders to identify and implement business-building initiatives.
- Identify and secure new business opportunities, including onboarding new retailers and exploring alternative revenue streams to expand market reach.
- Stay informed on industry trends by attending key trade shows, conventions, and events relevant to the trading card and collectibles market.
- Monitor and analyze market dynamics, competitive activity, and consumer feedback to provide actionable insights and inform strategic decisions.
- Achieve and exceed quarterly sales targets, with a focus on increasing market share, driving key account growth, and improving profitability.
- Maintain accurate and timely reporting of account performance, merchandising activities, inventory levels, and market conditions; regularly update the Associate Director of Sales on progress and opportunities.
- Oversee inventory management within assigned accounts, including product lifecycle planning and exit strategies for aging or discontinued SKUs.
- Perform additional duties as assigned, supporting broader team goals and company initiatives.

Knowledge, Skills and Abilities:

- Results-driven leader with strong decision-making, analytical thinking, and performance management capabilities.
- Exceptional communication skills, including verbal, written, and presentation abilities, with a talent for tailoring messaging to diverse audiences.
- Self-motivated and independent, capable of managing responsibilities with minimal supervision while exercising sound judgment and discretion.
- Highly organized and detail-oriented, with the ability to manage multiple projects, deadlines, and priorities in a fast-paced environment.
- Strategic thinker with demonstrated expertise in sales planning, marketing execution, and demand forecasting.
- Proven relationship builder, skilled at cultivating and maintaining strong internal and external partnerships.
- Collaborative team player with a positive, adaptable attitude and a commitment to shared success.
- Willingness to travel extensively across the U.S. and Canada to support account development, events, and partner engagement.
- Proficient in Microsoft Office Suite (Word, Excel, PowerPoint) and comfortable using web-based tools and CRM platforms.
- Working knowledge of "Retail Link & Scintilla" (Walmart's internal data system) a plus.

REQUIREMENTS

- Bachelor's degree in Business, Marketing, or a related field; equivalent combination of education and relevant experience will be considered.
- Minimum of 5 years of progressive sales experience in the trading card, collectibles or entertainment industries.

- Experience managing key accounts and distributor/retailer relationships, with a strong track record of driving revenue growth and market expansion.
- Familiarity with the Gaming, Toy, or Licensed Entertainment industries is highly desirable and considered a strong asset.
- Multilingual abilities, particularly in Japanese and/or Spanish, are a strong plus.

SALARY & BENEFITS

- \$120,000 - \$130,000/yr (DOE)
- Comprehensive health benefits

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Company Description