



アメリカの求人なら  
JAC Recruitment USA

## PR/086959 | Senior Business Development Manager

### Job Information

**Recruiter**

JAC Recruitment USA

**Job ID**

1559984

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

United States

**Salary**

Negotiable, based on experience

**Refreshed**

September 30th, 2025 10:52

### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

None

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**COMPANY OVERVIEW**

Our client of packaging machine manufacturing company is seeking a strategic and driven Senior Business Development Manager to grow their U.S. market presence. This role focuses on identifying new business opportunities, building strong client relationships, and driving revenue through solution-based selling. Ideal for a seasoned sales professional with deep industry knowledge and a proven track record in packaging machinery or industrial equipment.

**RESPONSIBILITIES**

- Drive new business development across untapped U.S. market segments
- Build and maintain relationships with key decision-makers at large accounts
- Leverage existing networks and client relationships to accelerate growth
- Develop and execute strategic sales plans aligned with company goals
- Collaborate cross-functionally with engineering, service, and finance teams
- Represent the company at trade shows, industry events, and client meetings
- Provide market insights to support product development and positioning
- Deliver accurate sales forecasts and performance reports to leadership

**REQUIREMENTS**

- Bachelor's degree in Business, Engineering, or related field
- 7+ years of sales experience in packaging machinery or industrial equipment
- Proven success in acquiring and managing large accounts
- Strong background in customer acquisition and retention
- Proficient with CRM tools and data-driven sales strategies

**SALARY & Benefits**

Total Compensation

USD \$150,000~\$250,000 DOE

**OTHERS**

Work location: Elk Grove Village, IL (Onsite) or possibly remote depending on your experience.

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Company Description