



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

December 24th, 2025 06:00

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