



PR/087084 | Outside Sales Associate

Job Information

Recruiter

JAC Recruitment USA

Job ID

1569196

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

January 13th, 2026 13:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

None

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 seeking an Outside Sales Associate to join their team. This role involves meeting sales targets, visiting customers, ensuring timely payments and deliveries, and maintaining high customer satisfaction.

RESPONSIBILITIES

- Meet sales quotas and visit customers, especially Chinese-speaking clientele, to provide support and sell products.
- Ensure timely payments and deliveries by coordinating with the accounting department and warehouse.
- Maintain high customer satisfaction through excellent service, prompt communication, and educating customers on product benefits.
- Manage orders in the company database and participate in sales meetings, inventory counts, and company events.

- Perform other duties as assigned and respond to management requests.

QUALIFICATIONS

- High school diploma required; bachelor's degree preferred
- Business-level proficiency in both English
- Native level Chinese preferred (read/write/speak/listen).
- 1+ years in food wholesale/distribution preferred
- Strong communication, organization, and customer service skills
- Basic math and Microsoft Office proficiency; ERP experience a plus
- Knowledge of Japanese food products is a plus

SALARY USD 45,000-58,000 (DOE) + Commission

LOCATION Phoenix, AZ

WORK STYLE Onsite

WORK SCHEDULE Monday to Friday, 8:00 AM – 5:00 PM

BENEFITS

- 100% company-paid Health, Dental, and Vision Insurance for employees and dependents
- Life Insurance and 401(k) plan with company match

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Company Description