



PR/087087 | Sales Director (Remote)

Job Information

Recruiter

JAC Recruitment USA

Job ID

1569198

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

June 2nd, 2026 14:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Fluent

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 Japanese manufacturer is seeking a Sales Director.

RESPONSIBILITIES

- Drive acquisition of new programs from automotive OEMs and suppliers in North America
 - Build and maintain strong relationships to generate new business opportunities
 - Identify customer needs and market trends to develop proposals showcasing product and technology advantages
 - Lead end-to-end process from quotation and proposal to contract negotiation and order acquisition
 - Support sustainable growth through strategic planning, execution, and KPI management
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- Oversee a team of 3–4 members to ensure smooth operations and organizational growth
 - Develop team capabilities and strengthen organizational foundation

REQUIREMENTS

- Ethical, trustworthy sales leader respected by internal stakeholders
- Extensive experience in the U.S. automotive industry
- Proven track record as Head of Sales in a corporate environment
- Strong commitment to long-term tenure with a high sense of responsibility as a leader
- Hands-on, proactive player-manager
- Solid business skills: logical thinking, effective communication, and proficiency in Excel and PowerPoint

SALARY & Benefits

USD \$120K - \$150K (DOE)

OTHERS

Work location: Remote

#LI-JACUS #LI-US #countryUS

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Company Description