



## 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**

May 5th, 2026 16:00

### 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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