



## PR/087180 | Sales Representative (Retail Sales)

### Job Information

**Recruiter**

JAC Recruitment USA

**Job ID**

1577677

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

United States

**Salary**

Negotiable, based on experience

**Refreshed**

February 10th, 2026 10:47

### General Requirements

**Minimum Experience Level**

Over 1 year

**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

POSITION TITLE Sales Representative (Retail Accounts)

### POSITION SUMMARY

This position will involve supporting key retail accounts within a fast-growing beauty-related company, offering broad exposure to customer management, data-driven analysis, in-store execution, and cross-functional collaboration. It will also include opportunities to travel within the U.S. (approximately 20–30%) for store visits, client meetings, and industry events.

### RESPONSIBILITIES

- Support senior account managers with major retail customers
- Assist with presentations, line reviews, planograms, and product launches

- Execute retail promotions and merchandising initiatives
- Conduct store walks to assess shelf placement, pricing, distribution, and promotional compliance
- Maintain accurate records of customer communications and sales activities
- Analyze syndicated and internal data (e.g., Nielsen, IRI, POS) to identify trends and opportunities
- Prepare weekly/monthly sales reports and dashboards
- Track KPIs including sales, volume, distribution, pricing, and promotional effectiveness
- Support forecasting, demand planning, and sales planning
- Assist with product, pricing, and promotional analysis within the beauty portfolio
- Collaborate with Marketing, Category Management, Finance, and Supply Chain
- Ensure accuracy across CRM, POS, and sales reporting systems

#### QUALIFICATIONS

- Bachelor's degree in Business, Marketing, Economics, Analytics, or related fields
- Proficiency in Microsoft Excel and PowerPoint
- Strong analytical and data interpretation skills
- Familiarity with Nielsen, POS data, and retail analytics
- Understanding of retail concepts (planograms, distribution, pricing, promotions)
- Ability to manage multiple priorities in a fast-paced environment
- Strong written and verbal communication skills
- High initiative, eagerness to learn, and achievement-driven mindset

#### PREFERRED REQUIREMENTS

- 1–2 years of sales experience preferred
- Experience in Consumer-Packaged Goods, Retail, or Beauty industries

LOCATION Cypress, CA (on-site)

EMPLOYMENT TYPE Full-Time

WORKING TIME M-F 8am to 5pm

SALARY USD70,000-75,000

#### BENEFITS

- Health, dental, and vision insurance
- Life and disability insurance

- Retirement savings plan
- Paid time off and holidays
- Opportunities for career development and growth

#LI-JACUS #LI-US #countryUS

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.us/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.us/terms-of-use>

---

## Company Description