



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

March 10th, 2026 13:00

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

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Company Description