



PR/118443 | Sales Manager

Job Information

Recruiter

JAC Recruitment UK

Job ID

1578012

Industry

Digital Marketing

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

February 16th, 2026 10:43

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Basic

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Proactive Sales Manager, NORAM (USA + Canada)

Permanent

To accompany us in our development of the USA market

Your clients : various contacts : HR directors, CEOs, Sales and marketing executives, PAs, EAs... from large international companies and agencies/ venue finders.

You :

- Dynamic, enthusiastic, good customer relationship

- General knowledge of the USA market
- Able to carry out a sales development plan
- Autonomous with your bookings to register datas in CRM system and edit proposals
- Attention to detail
- Regular reporting
- Goal-and result-oriented
- Customer oriented / satisfaction oriented
- Previous experience in sales in a similar industry

Your tasks

- Search of prospects and target leads
- Cold calling and emailing campaigns
- Deal with incoming calls and email enquiries – convert demand
- Visits in North America few times a year for tradeshow, client development appointments...
- Development of existing accounts via new contacts
- Follow up with your clients to ensure repeat business
- Ensure you represent Company and its values to all our clients: good service, honesty, integrity, flexibility.
- Ensure you build good professional relationships with the clients and prospects.
- Initiate and create relevant communications: emailing, networking, industry tradeshow, web letters...
- Create and maintain a good relationship with your colleagues where trust is a priority
- Ensure the database is filled in accordingly

Other requirements:

- Work hours 11am to 7pm due to time zone with USA
- Must speak English fluently
- Must be eligible to work in the UK
- Some notions of French would be a plus
- Proficient in Word, Excel, Ppt and general office softwares.

Salary 40K per annum + motivating bonus scheme

Pension scheme 7% paid by employer monthly

Work from home 4 days per week, laptop and phone provided, internet charges reimbursed, lunch allowance £12.50 per day.

Meeting in London to work together with the rest of the team on Wednesday

Onboarding period (6 weeks) and other meetings will involve international travels several times a year

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Company Description