



PR/087329 | Key Account Sales Associate

Job Information

Recruiter

JAC Recruitment USA

Job ID

1599925

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 12:08

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 SUMMARY

This position is responsible for managing and growing key accounts within the food service and retail sectors by maintaining strong customer relationships, identifying client needs, and driving sales growth across an assigned territory.

RESPONSIBILITIES

- Visit existing and prospective customers to provide product information and sales support
- Maintain and expand relationships with key accounts in the assigned territory
- Execute sales plans and pricing strategies as directed by management
- Identify customer needs and propose appropriate solutions to grow the business
- Communicate new product and service opportunities and market feedback internally

- Coordinate with internal teams including sales, logistics, and accounting
- Prepare and submit sales activity and performance reports

QUALIFICATIONS

- High school diploma or equivalent
- 0–3 years of sales-related experience
- Proficiency with Microsoft Office applications
- Valid driver's license
- Ability to travel extensively within the assigned territory

SALARY USD \$ 47,300-57,050

LOCATION Santa Fe Springs, CA

BENEFITS

- Health, dental, vision, life & accident, and pet insurance
- 401(k) with company matching
- 19 days of paid time off
- Wellness program and EAP assistance and much more!

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Company Description