



## PR/087400 | Sales Representative

### Job Information

**Recruiter**

JAC Recruitment USA

**Job ID**

1599954

**Industry**

Electronics, Semiconductor

**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 6 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**COMPANY OVERVIEW**

A company in the power electronics industry is hiring for a Sales Representative position. This organization is focused on driving growth through innovative products and strategic market expansion. The role offers the opportunity to work closely with customers, contribute to business development initiatives, and play a key part in shaping long-term partnerships in a technically specialized field.

**JOB DESCRIPTION**

Drive sales growth by developing and executing strategies that identify new customers, products, and market opportunities. Conduct market research, competitive analysis, and customer needs assessments to support business expansion efforts. Build and maintain strong relationships with assigned accounts through regular communication, visits, and ongoing support. Manage the full sales pipeline, from prospecting and proposal development to negotiation and closing. Collaborate with internal teams, including engineering and technical specialists, to deliver tailored product solutions and presentations. Participate in trade shows, exhibitions, and promotional activities to strengthen market presence and generate new business leads. Track performance, prepare activity reports, and adjust strategies based on results and market trends.

## QUALIFICATIONS

- 5–8 years of experience in sales, account management, or working with technical products, or a comparable combination of education and experience.  
Strong understanding of sales techniques and the ability to translate market insights into actionable strategies.
- Analytical mindset with the ability to interpret performance data and identify business opportunities.
- Proven ability to deliver persuasive presentations to stakeholders, including senior decision-makers.
- Experience building long-term client relationships and applying a consultative sales approach.
- Ability to manage tasks independently, prioritize effectively, and follow through to completion.
- Proficiency with Microsoft Outlook, Word, Excel, and PowerPoint.
- Fluency in English, including reading, writing, and communication.
- Valid driver's license and willingness to travel domestically and internationally as required.

## SALARY/BENEFITS

- Salary USD 80,000
- Health insurance (Medical, Dental, Vision)
- Health savings account
- Paid time off
- 401(k) and 401(k) matching
- A commission system exists, potentially adding 1-2 months' salary based on success
- Hybrid 3 days in-office, 2 days remote.
- 8-hour shifts, with flexible start times between 7 AM and 10 AM.
- Approximately 30% business travel.

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Company Description