



PR/087563 | Outside Sales Representative

Job Information

Recruiter

JAC Recruitment USA

Job ID

1607240

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

August 11th, 2026 10:59

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

POSITION SUMMARY

A growing food distribution company is seeking an Outside Sales Representative to drive revenue growth and develop new business opportunities within the San Diego territory. This remote role focuses on customer relationship management, territory development, account growth, and field-based sales activities across retail, food service, and distribution channels.

RESPONSIBILITIES

- Develop new business opportunities through prospecting, networking, and customer engagement.
- Build and maintain strong relationships with distributors, retailers, food service operators, restaurants, and other customers.
- Conduct in-person customer visits, product presentations, and sales meetings throughout the assigned territory.

- Achieve sales goals through effective territory management and account development.
- Negotiate pricing, promotions, and sales agreements to maximize revenue opportunities.
- Maintain and expand existing customer accounts while identifying opportunities for growth.
- Monitor market trends, customer needs, and competitive activity to identify new business opportunities.
- Prepare sales forecasts, activity reports, and territory updates.
- Collaborate with internal teams to support customer satisfaction and account growth.
- Assist with sales operations activities, including order management, logistics coordination, and account follow-up.

QUALIFICATIONS

- Bachelor's degree preferred or equivalent combination of education and sales experience.
- 3+ years of outside sales, territory management, or business development experience.
- Proven track record of generating sales and building long-term customer relationships.
- Strong interpersonal, negotiation, and communication skills.
- Ability to work independently and effectively manage a sales territory.
- Experience working with distributors, retailers, food service accounts, or related customer channels preferred.
- Proficiency in Microsoft Office applications.
- Valid driver's license and willingness to travel regularly within the assigned territory.
- Bilingual skills in English and Japanese, English and Spanish, or English and Chinese preferred.
- Experience within food, beverage, wholesale, distribution, or related industries is preferred.

BASE SALARY USD70,000 - 85,000 (DOE)

LOCATION San Diego, CA

WORK STYLE Remote

BENEFITS

- Health and dental insurance
- 401(k) Retirement Plan
- Paid Vacations
- Paid Holidays

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Company Description

