



PR/087552 | Business Development Executive

Job Information

Recruiter

JAC Recruitment USA

Job ID

1607843

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

August 18th, 2026 11:09

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 Business Development Executive

POSITION SUMMARY In this position, you will support the growth of the business across the United States through a combination of business development, account management, market research, and customer support activities within a technical B2B environment. Working closely with sales and technical teams, you will identify new business opportunities, maintain customer relationships, support existing accounts, and contribute to market expansion initiatives while gaining valuable national sales experience.

RESPONSIBILITIES

- Identify and pursue new business opportunities across the United States through prospecting, customer outreach, industry events, and exhibitions
- Conduct market research and analyze industry trends to identify potential customers and market opportunities
- Develop and maintain relationships with existing customers while supporting account growth initiatives

- Prepare quotations and assist with commercial discussions and negotiations
- Manage sales opportunities and ensure timely follow-up on customer inquiries and requests
- Serve as the primary point of contact for customer inquiries and coordinate with technical teams to provide solutions
- Maintain accurate customer, sales, and opportunity records within CRM systems
- Assist with sales reporting, forecasting, and preparation of sales and marketing materials
- Collaborate with domestic and international colleagues to support customer activities and strategic initiatives
- Represent the company at customer meetings, trade shows, and industry events
- Provide regular updates and reports on market developments, customer feedback, and business opportunities
- Support additional projects and assignments as required

QUALIFICATIONS

- Bachelor's degree in Business, Marketing, Engineering, or a related field, or equivalent education and experience
- Fluency in English
- Ability to work effectively in a collaborative and multicultural environment
- Valid driver's license
- Willingness to travel domestically up to 30%

PREFERRED QUALIFICATIONS

- 0-5 years of experience in sales, business development, customer service, market research, or related fields
- Interest in technical products or industrial markets
- Strong analytical, organizational, and communication skills
- Additional language skills

LOCATION Dallas, TX

WORK ARRANGEMENT On-site

FLSA STATUS Exempt

WORKING HOURS Monday through Friday, 8:30 AM-5:30 PM

SALARY USD55,000-70,000

BENEFITS Medical, Dental, Sick Leave, Vacation and others (after successful completion of the 90-day probationary period)

#LI-JACUS #LI-US #countryUS

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Company Description