



PR/087579 | Regional Sales Manager

Job Information

Recruiter

JAC Recruitment USA

Job ID

1609309

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 10:49

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

POSITION TITLE Regional Sales Manager

POSITION SUMMARY

In this position, you will be responsible for driving revenue growth and increasing market share within an assigned territory through strategic sales planning, channel management, new customer acquisition, and relationship development with key accounts.

RESPONSIBILITIES

- Develop and execute sales strategies for the assigned territory
- Manage major customer accounts and negotiate pricing and commercial terms

- Identify and develop new customers and business opportunities
- Manage and support sales representatives and distributors
- Forecast monthly, quarterly, and annual revenue while managing regional budgets and profitability
- Collaborate with internal teams to drive business opportunities to closure
- Develop sales initiatives to increase market share across product lines
- Identify new markets and customer segments
- Conduct product training for sales representatives and distributors
- Travel throughout the assigned territory, including Japan and other Asian and European countries
- Prepare quotations and evaluate profitability
- Manage delivery schedules and customer expectations
- Maintain strong relationships with key customer, distributor, and representative contacts
- Participate in industry trade shows

QUALIFICATIONS

- Bachelor's degree in Business or Engineering
- 7+ years of experience in the electronics-related industry
- Strong sales, negotiation, and relationship management skills
- Experience with sales forecasting and budget management
- Ability to manage channel partners and distributors
- Strong problem-solving and analytical capabilities

PREFERRED REQUIREMENTS

- Experience working with international customers
- Experience managing distributors and sales representatives
- Technical product sales experience

LOCATION Silicon Valley Office

STATUS Exempt

SALARY USD145,000-160,000 + Company Performance-Based Annual Bonus

WORK SCHEDULE 5 days commute

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.us/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.us/terms-of-use>

Company Description