



PR/087648 | Sales Executive (TX)

Job Information

Recruiter[JAC Recruitment USA](#)**Job ID**

1614164

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

September 22nd, 2026 10:25

General Requirements

Minimum Experience Level

Over 3 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

Sales Executive

POSITION SUMMARY

Our client is seeking an experienced Marketing / Sales Professional to drive business development activities for industrial process equipment across the United States. This position will focus on developing new business opportunities, managing existing customer relationships, and expanding market share within key industrial sectors.

RESPONSIBILITIES

- Promote and sell industrial process equipment and related solutions.
- Identify, develop, and secure new business opportunities.

- Manage and grow relationships with existing customers and accounts.
- Understand customer requirements and propose appropriate technical solutions.
- Prepare quotations, proposals, and sales presentations.
- Conduct market research and analyze industry trends, customer needs, and competitor activities.
- Coordinate with engineering and technical teams to ensure customer satisfaction.
- Participate in trade shows, industry events, and customer meetings.
- Provide regular sales forecasts and business development updates.
- Travel throughout the U.S. to support customer and business development activities.

QUALIFICATIONS

- Bachelor's degree or equivalent professional experience.
- Minimum 3-5 years of B2B sales experience within industrial equipment, machinery, or related industries.
- Demonstrated ability to develop new business and manage customer relationships.
- Strong communication, presentation, and negotiation skills.
- Ability to work independently and manage multiple priorities.
- Willingness to travel extensively within the United States.

Location: Liberty County, TX (Greater Houston area)

Salary & benefits: USD 100,000 - 150,000 (plus bonus)

Working hours: Monday - Thursday (Fridays off)

Work style: On-site (may consider full remote if out of state)

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Company Description