

PR/087649 | Inside Sales Rep

Job Information

Recruiter
JAC Recruitment USA

Job ID
1614165

Industry
Restaurant, Food Service

Job Type
Permanent Full-time

Location
United States

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 15:00

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

POSITION SUMMARY

A food distribution company is seeking an Inside Sales Representative to support sales growth and customer account management activities. Responsibilities include outbound sales calls, customer relationship management, product promotion, pricing and quote preparation, account maintenance, and customer service support. This position works closely with customers, sales management, and internal teams to drive revenue growth, ensure customer satisfaction, and maintain strong business relationships.

RESPONSIBILITIES

- Develop and grow existing customer accounts through outbound sales calls, relationship building, and proactive account management.
- Promote company product lines and identify opportunities to increase sales by recommending products and value-added services.

- Prepare and negotiate pricing, sales quotes, and product offerings while maintaining profitability and competitiveness.
- Maintain accurate customer account information, including contracts, pricing agreements, inventory requirements, and sales activities.
- Provide customers with product availability, pricing, delivery information, and alternative product recommendations as needed.
- Meet or exceed established sales goals while delivering exceptional customer service and supporting long-term customer relationships.

QUALIFICATIONS

- Sales or customer service experience, including outbound calls and customer relationship management
- Strong verbal and written communication skills in English
- Proficiency in Microsoft Office (Word, Excel, PowerPoint, Outlook) and general computer skills
- Excellent organizational, multitasking, and time management abilities
- Experience with ERP systems (Oracle preferred) and general office operations
- Willingness to learn company products and work effectively in a fast-paced environment

SALARY USD $22.40-29.90/HR

LOCATION Honolulu, HI

WORKING HOURS Monday - Friday 8:00 AM to 5:00 PM

BENEFITS

- Health, dental, vision, life & accident, and pet insurance
- 401(k) with company matching
- 19 days of paid time off
- Wellness program and EAP assistance and much more!

#LI-JACUS #LI-US #countryUS

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Company Description