

PR/087639 | Manager(Sr. / Asst.)- Asia Market West

Job Information

Recruiter
JAC Recruitment USA

Job ID
1616103

Industry
Restaurant, Food Service

Job Type
Permanent Full-time

Location
United States

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 12:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

POSITION TITLE　Senior Manager / Assistant Manager, Asia Market West

POSITION SUMMARY

In this position, you will work with the Asia sales team and customers to expand product sales through distributor and end-customer partnerships, contribute to strategies for Asian foodservice customers and Asian grocery markets, and support sales and marketing activities within the assigned territory

RESPONSIBILITIES

- Develop and execute sales and marketing programs to achieve sales and profitability goals
- Support product initiatives, pricing strategies, and new product development

- Analyze consumer trends and identify business growth opportunities
- Manage and expand relationships with distributors and key customer accounts
- Drive sales within Asian grocery, foodservice, and related channels
- Support in-store merchandising, product placement, and promotional activities
- Execute retail marketing programs and maintain point-of-sale materials
- Assist with trade shows, special events, and product launches
- Maintain distributor and retail account relationships
- Complete reporting requirements and achieve sales targets
- Participate in regular sales and departmental meetings, including periodic company meetings held in Texas

QUALIFICATIONS

- Fluency in both Chinese and English
- Minimum of two years of grocery retail sales experience with a proven track record of achieving sales objectives
- Strong management and organizational skills
- Ability to work independently with minimal supervision
- Valid driver's license
- Current vehicle liability insurance
- Driving record that meets company MVR (Motor Vehicle Record) policy guidelines
- Ability to evaluate margins, costs, and other financial factors to make sound pricing and promotional decisions
- Bachelor's or Master's degree in Business Administration or a related field
- Ability to lift, push, and pull up to 50 lbs.
- Ability to work in store and warehouse environments

PREFERRED REQUIREMENTS
Korean or Japanese language skills

LOCATION

California (Remote)

Due to business requirements, candidates must be able to work in California

EMPLOYMENT TYPE Full-Time (Exempt)

SALARY $85,000 - $110,000

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Company Description