

PR/087672 | Assistant Sales Manager

Job Information

Recruiter
JAC Recruitment USA

Job ID
1616107

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
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
Join a well-established food company as an Assistant Sales Manager and play a key role in leading sales activities, developing new business opportunities, and supporting the growth of existing customer accounts. This position is responsible for supervising and coaching sales team members, driving revenue growth, and collaborating with internal departments and customers to deliver outstanding service. The ideal candidate is a proactive sales professional with strong leadership skills, a customer-focused mindset, and a passion for building long-term business relationships.

RESPONSIBILITIES

- Support the development and execution of sales strategies to drive business growth and achieve branch sales objectives.
- Manage and grow key customer accounts while identifying and developing new business opportunities within the assigned territory.
- Monitor sales performance, analyze market trends, and implement action plans to improve revenue, profitability, and

overall team performance.

- Supervise, coach, and evaluate sales team members, ensuring consistent customer engagement and achievement of sales goals.
- Collaborate with internal departments, including Customer Service, Accounting, Purchasing, and Operations, to deliver exceptional customer support and maximize business opportunities.
- Support inventory management, product promotion initiatives, and pricing strategies to optimize sales performance and minimize product expiration risks.
- Communicate market intelligence, customer feedback, and new business opportunities to management and key stakeholders.
- Participate in product training, team development, and other initiatives to strengthen sales capabilities and product knowledge.
- Assist in accounts receivable collection efforts and maintain strong relationships with customers to ensure long-term business success.
- Perform additional leadership and management responsibilities as assigned.

QUALIFICATION

- 3+ years of sales and account management experience, preferably within the food, consumer products, or distribution industry.
- Proven ability to develop business, build strategic sales plans, and drive revenue growth while managing key customer relationships.
- Experience leading, coaching, and developing sales teams to achieve sales and profitability targets.
- Strong analytical, problem-solving, and decision-making skills, with the ability to identify market opportunities and implement effective solutions.
- Proficiency in Microsoft Office applications (Excel, Word, PowerPoint), ERP systems, and sales reporting tools.
- Fluent English communication skills required. Chinese-English bilingual or Korean-English bilingual proficiency is required.

LOCATION Carlstad, NJ

EMPLOYMENT TYPE Full-Time

SALARY USD 70.000 - 90.000 / Year (DOE)

BENEFITS

- Health, Dental, and Vision Insurance
- Life & accident insurance
- Pet Insurance
- 401(k) with company matching
- 19 days of paid time off
- Wellness program and EAP assistance
- and much more!

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Company Description