

PR/087723 | Regional Sales Manager

Job Information

Recruiter
JAC Recruitment USA

Job ID
1616815

Industry
Restaurant, Food Service

Job Type
Permanent Full-time

Location
United States

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 10:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Native Level

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, the Regional Sales Manager is responsible for developing and promoting products and services within a designated East Coast territory to increase profitability while maintaining and expanding an existing customer base. The role focuses on sales strategy execution, customer relationship management, and close collaboration with internal teams to support sustainable regional growth.

RESPONSIBILITIES

- Develop and implement regional sales strategies
- Manage and expand relationships with existing and prospective customers

- Conduct sales presentations and promotional activities
- Handle quotations, orders, pricing, and customer inquiries
- Participate in trade shows and marketing events
- Analyze market trends and customer needs to create proposals
- Maintain accurate sales records and reports using CRM systems
- Collaborate with technical and maintenance teams for after-sales support

QUALIFICATIONS

- A minimum of 10 years of professional experience in the bakery industry, including work related to factories, equipment, or machinery, with combined sales and management experience.
- Alternatively, candidates with at least 5 years of bakery industry experience may be considered if they also have a minimum of 5 years of hands-on baking experience.
- Possess a valid driver's license

PREFERRED QUALIFICATIONS

- Bachelor's degree from a four-year college or university, or an equivalent combination of education and professional experience

LOCATION Remote / Travel-based position covering the U.S. Northeast (ME, NH, VT, MA) and Canada

WORKING HOURS Monday-Friday, 8:30 am - 5:30 pm
EMPLOYMENT TYPE Full-Time, Exempt
SALARY USD101,000-106,000+Bonus+Car allowance (Car allowance does not apply if a company car is provided.)
BENEFITS Medical, Dental, Vision, Life Insurance, and 401(K) available after a 90 day probation period

TRAVEL REQUIREMENTS Approximately 60–70% travel annually, including customer visits, lab tests, and attendance at trade shows and exhibitions.

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.

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Company Description