



PR/087637 | Sales Marketer

Job Information

Recruiter

JAC Recruitment USA

Job ID

1619334

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

October 27th, 2026 10:23

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 TITLE Sales Marketer / New Business Development Manager (2 headcounts)

WORK ENVIRONMENT

This company is an EMS (Electronics Manufacturing Services) provider within a Japanese electronic component manufacturing group. Leveraging manufacturing facilities across North America and Asia, the company supports OEM customers in automotive, industrial equipment, medical device, telecommunications, and other technology-driven industries. This is an entrepreneurial environment where employees will play a key role in expanding market presence and building long-term customer relationships.

POSITION SUMMARY

In this position, you will be responsible for market research, business development, and customer acquisition activities

throughout your assigned territory. You will identify new business opportunities, promote the company's EMS capabilities, develop strategic customer relationships, and generate RFQs, prototype opportunities, and long-term production programs.

RESPONSIBILITIES

- Conduct market research and industry analysis, including market trends, growth projections, competitive landscape, and economic factors
- Identify and evaluate target industries, customers, and new business opportunities within assigned territories
- Develop and execute strategic prospecting and customer acquisition plans
- Present the company's EMS manufacturing capabilities, facilities, and value proposition to prospective customers
- Generate RFQs, prototype opportunities, and production business opportunities
- Build and maintain strong relationships with prospective and existing customers
- Coordinate with engineering, manufacturing, and overseas teams to support customer requirements
- Maintain sales pipelines, business forecasts, and customer activity reports
- Represent the company at industry events, trade shows, and customer meetings
- Collaborate with North American and Asia-based teams to support business growth initiatives

QUALIFICATIONS

- Minimum 3 years of experience in B2B sales, business development, account management, or market development
- Experience developing new customers and expanding business opportunities
- Strong presentation, communication, and relationship-building skills
- Ability to work independently in a remote environment and manage a sales territory
- Willingness to travel domestically and internationally as required
- Business-level English proficiency

PREFERRED QUALIFICATIONS

- Experience in EMS (Electronics Manufacturing Services)
- Experience in electronics, electronic components, PCBA, or contract manufacturing industries
- Knowledge of OEM manufacturing processes and supply chain operations
- Experience selling into automotive, industrial, medical device, telecommunications, or related industries
- Understanding of manufacturing operations and production processes
- Japanese language skills are a plus
- Experience working with global manufacturing organizations and overseas teams

LOCATION Fully remote

Cover following areas by travel:

- 1 position: East Coast Region (NY / NJ / MA / CT preferred)
- 1 position: Texas Region (Dallas area preferred)

SALARY USD 80,000-100,000

- Commission-based incentive plan
- No regular bonus program currently in place
- On-Target Earnings (OTE): USD 130,000 - 180,000

ADDITIONAL INFORMATION

- Occasional travel required

BENEFITS

- Medical Insurance
- Dental Insurance
- Vision Insurance
- Life Insurance
- Short-Term Disability
- Long-Term Disability

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Company Description