



PR/086735 | Assistant Manager, Sales

募集職種

人材紹介会社

JAC Recruitment USA

求人ID

1541200

業種

小売

雇用形態

正社員

勤務地

アメリカ合衆国

給与

経験考慮の上、応相談

更新日

2025年05月20日 12:45

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

POSITION SUMMARY

In this position, responsibilities include developing strategies to achieve the sales targets while ensuring excellent customer service and maintaining strong professional relationships with customers. The role also involves supervising the stocking, management, and merchandising of products in Asian Grocery markets through regular visits. Business trip is required.

RESPONSIBILITIES

- Contact, manage, and work closely with our distributors.
- Present, promote and sell products to increase sales.
- Visit, manage, and merchandise Asian Grocery stores to expand distribution channels.
- Handle customer orders and resolve issues to ensure high levels of customer satisfaction.

- Conduct essential promotions and advisements for our distributors, stores, and consumers.
- Create and submit sales report to Sales Manager.
- Introduce new hair care products to customers.
- Track and monitor targeted budget monthly, quarterly and half year.
- Participate in the PDCA cycle relating to team and individual goals.
- Supervise one direct report.
- Perform other duties or tasks assigned by the Sales Manager.

QUALIFICATIONS

- Experience in the Asian Grocery market business is preferred.
- Must speak English and Korean or English and Chinese.
- Availability to travel on business trips.
- Proficiency in Microsoft Excel and Word
- Minimum of 3 years of sales experience.

SKILLS AND ABILITIES

- Excellent leadership and time-management skills.
- Effective communication and people skills.
- Ability to work independently and with a team.
- Analytical skills with the capability to interpret data and utilize sales data effectively.
- Effective critical thinking and problem-solving skills.
- Ability to work under pressure and meet tight deadlines.
- Information Technology skills.

SALARY USD75,000-80,000 (Full-Time Exempt)

BENEFITS

- Performance-based fiscal year-end bonus.
- Health, dental and vision insurance.
- Life and disability insurance.
- Retirement savings plan.
- Paid time off and holidays.
- Opportunities for professional development and career growth.

LOCATION Cypress, CA (Office Onsite M-F)

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