



PR/086790 | Outside Sales Associate (Chinese Bilingual)

募集職種

人材紹介会社

[JAC Recruitment USA](#)

求人ID

1547922

業種

レストラン・フードサービス

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07月08日 16:03

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

A Japanese food trading corporation is looking for a dynamic and bilingual (Chinese/English) Outside Sales Representative to join their team. The role involves establishing and maintaining customer relationships, with success measured by understanding the sales process and having excellent interpersonal skills. The Sales Associate will achieve objectives by maintaining existing customers in their assigned areas.

RESPONSIBILITIES

* Sales and Customer Visits: Meet monthly and annual sales quotas, visit existing and potential customers to provide support and sell products.

* Payment and Customer Satisfaction: Cooperate with accounting for timely payment collection, maintain high customer satisfaction, and resolve issues promptly.

- * Order Processing and Deliveries: Collaborate with purchasing and warehouse teams to ensure accurate order processing and coordinate urgent deliveries.
- * Client Meetings and Education: Travel to meet clients, educate them on product benefits, and input/update orders in the company database.
- * Vehicle and Inventory Management: Maintain and operate company vehicles safely, participate in weekly sales meetings, and attend semiannual inventory counts.
- * Additional Duties: Attend company events outside normal working hours, perform other assigned duties, and respond to management requests.

QUALIFICATIONS

- * Bachelor's degree in business administration or related field
- * Fluent in both Chinese and English, with excellent communication skills.
- * Proven track record in sales, preferably in the food industry.
- * Ability to lead and motivate a team effectively.
- * Strong analytical skills to develop and implement successful sales strategies.
- * Comfortable working in a fast-paced, international environment.

BASE SALARY USD45,000-65,000 (DOE) + Incentive + 1st year guaranteed bonus

LOCATION Seattle, WA

#LI-JACUS #LI-US #countryUS

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会社説明