



アメリカの求人なら
JAC Recruitment USA

PR/086959 | Senior Business Development Manager

募集職種

人材紹介会社

JAC Recruitment USA

求人ID

1559984

業種

その他（メーカー）

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12月24日 06:00

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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

COMPANY OVERVIEW

Our client of packaging machine manufacturing company is seeking a strategic and driven Senior Business Development Manager to grow their U.S. market presence. This role focuses on identifying new business opportunities, building strong client relationships, and driving revenue through solution-based selling. Ideal for a seasoned sales professional with deep industry knowledge and a proven track record in packaging machinery or industrial equipment.

RESPONSIBILITIES

- Drive new business development across untapped U.S. market segments
Build and maintain relationships with key decision-makers at large accounts
- Leverage existing networks and client relationships to accelerate growth
- Develop and execute strategic sales plans aligned with company goals
- Collaborate cross-functionally with engineering, service, and finance teams
- Represent the company at trade shows, industry events, and client meetings
- Provide market insights to support product development and positioning
Deliver accurate sales forecasts and performance reports to leadership

REQUIREMENTS

- Bachelor's degree in Business, Engineering, or related field
- 7+ years of sales experience in packaging machinery or industrial equipment
- Proven success in acquiring and managing large accounts
- Strong background in customer acquisition and retention
- Proficient with CRM tools and data-driven sales strategies

SALARY & Benefits

Total Compensation

USD \$150,000~\$250,000 DOE

OTHERS

Work location: Elk Grove Village, IL (Onsite) or possibly remote depending on your experience.

#LI-JACUS #LI-US #countryUS

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.

Privacy Policy Link: <https://www.jac-recruitment.us/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.us/terms-of-use>

会社説明