



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09月30日 10:52

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

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会社説明