



## PR/087087 | Sales Director (Remote)

### 募集職種

#### 人材紹介会社

JAC Recruitment USA

#### 求人ID

1569198

#### 業種

化学・素材

#### 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

2026年04月21日 02:00

### 応募必要条件

#### 職務経験

10年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

流暢

#### 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 Japanese manufacturer is seeking a Sales Director.

#### RESPONSIBILITIES

- Drive acquisition of new programs from automotive OEMs and suppliers in North America
  - Build and maintain strong relationships to generate new business opportunities
    - Identify customer needs and market trends to develop proposals showcasing product and technology advantages
  - Lead end-to-end process from quotation and proposal to contract negotiation and order acquisition
  - Support sustainable growth through strategic planning, execution, and KPI management
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- Oversee a team of 3–4 members to ensure smooth operations and organizational growth
  - Develop team capabilities and strengthen organizational foundation

## REQUIREMENTS

- Ethical, trustworthy sales leader respected by internal stakeholders
- Extensive experience in the U.S. automotive industry
- Proven track record as Head of Sales in a corporate environment
- Strong commitment to long-term tenure with a high sense of responsibility as a leader
- Hands-on, proactive player-manager
- Solid business skills: logical thinking, effective communication, and proficiency in Excel and PowerPoint

## SALARY & Benefits

USD \$120K - \$150K (DOE)

## OTHERS

Work location: Remote

#LI-JACUS #LI-US #countryUS

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会社説明