



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01月13日 13:00

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

- 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