



PR/087180 | Sales Representative (Retail Sales)

募集職種

人材紹介会社
JAC Recruitment USA

求人ID
1577677

業種
小売

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02月10日 10:47

応募必要条件

職務経験
1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

POSITION TITLE Sales Representative (Retail Accounts)

POSITION SUMMARY

This position will involve supporting key retail accounts within a fast-growing beauty-related company, offering broad exposure to customer management, data-driven analysis, in-store execution, and cross-functional collaboration. It will also include opportunities to travel within the U.S. (approximately 20–30%) for store visits, client meetings, and industry events.

RESPONSIBILITIES

- Support senior account managers with major retail customers
- Assist with presentations, line reviews, planograms, and product launches

- Execute retail promotions and merchandising initiatives
- Conduct store walks to assess shelf placement, pricing, distribution, and promotional compliance
- Maintain accurate records of customer communications and sales activities
- Analyze syndicated and internal data (e.g., Nielsen, IRI, POS) to identify trends and opportunities
- Prepare weekly/monthly sales reports and dashboards
- Track KPIs including sales, volume, distribution, pricing, and promotional effectiveness
- Support forecasting, demand planning, and sales planning
- Assist with product, pricing, and promotional analysis within the beauty portfolio
- Collaborate with Marketing, Category Management, Finance, and Supply Chain
- Ensure accuracy across CRM, POS, and sales reporting systems

QUALIFICATIONS

- Bachelor's degree in Business, Marketing, Economics, Analytics, or related fields
- Proficiency in Microsoft Excel and PowerPoint
- Strong analytical and data interpretation skills
- Familiarity with Nielsen, POS data, and retail analytics
- Understanding of retail concepts (planograms, distribution, pricing, promotions)
- Ability to manage multiple priorities in a fast-paced environment
- Strong written and verbal communication skills
- High initiative, eagerness to learn, and achievement-driven mindset

PREFERRED REQUIREMENTS

- 1–2 years of sales experience preferred
- Experience in Consumer-Packaged Goods, Retail, or Beauty industries

LOCATION Cypress, CA (on-site)

EMPLOYMENT TYPE Full-Time

WORKING TIME M-F 8am to 5pm

SALARY USD70,000-75,000

BENEFITS

- Health, dental, and vision insurance
- Life and disability insurance

- Retirement savings plan
- Paid time off and holidays
- Opportunities for career development and growth

#LI-JACUS #LI-US #countryUS

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会社説明