



PR/087222 | Area Sales Manager - Northwest

募集職種

人材紹介会社

JAC Recruitment USA

求人ID

1583852

業種

医療機器

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06月30日 03:00

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

ネイティブ

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 Area Sales Manager – Northwest Region

POSITION SUMMARY

In this position, you will be responsible for identifying new business opportunities, maintaining strong client relationships, and driving sales growth across the Northwest region, including Minnesota, Wisconsin, North Dakota, South Dakota, Nebraska, Kansas, Iowa, Missouri, Wyoming, Montana, and Idaho.

RESPONSIBILITIES

- Develop and execute sales strategies to achieve and exceed revenue goals
- Build and maintain relationships with O&P clients, distributors, and partners
- Deliver product demonstrations and technical presentations
- Manage the full sales cycle from lead generation to closing

- Collaborate with internal teams to ensure a seamless customer experience
- Analyze market trends and provide insights to support product development
- Prepare regular reports on sales progress and customer engagement
- Represent the company at trade shows and industry events
- Travel up to 70%

QUALIFICATIONS

- 5–7 years of B2B sales experience
- Based in the Midwest region
- Proven record of achieving or surpassing sales targets
- Strong communication, negotiation, and presentation abilities
- Capable of managing multiple accounts and priorities
- Self-motivated with the ability to thrive in a fast-paced environment
- Proficient in Microsoft Office, Google Docs, and Slack
- Willingness to travel throughout the Midwest

PREFERRED QUALIFICATIONS

- Background in selling O&P technology solutions
- 5–7 years of experience selling into the O&P profession
- Experience with CRM systems and sales tracking tools
- Bachelor's degree in Business, Marketing, or related fields

LOCATION Midwest, U.S. (Remote)

EMPLOYMENT TYPE Full-Time (At-will Employment)

SALARY USD60,000-90,000 + incentive program

ADDITIONAL BENEFITS

- Comprehensive benefits package
- Stock options available

#LI-JACUS #LI-US #countryUS

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会社説明