



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02日 05:01

#### 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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