



PR/087563 | Outside Sales Representative

募集職種

人材紹介会社

JAC Recruitment USA

求人ID

1607240

業種

レストラン・フードサービス

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09月08日 14:00

応募必要条件

職務経験

3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

流暢

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 SUMMARY

A growing food distribution company is seeking an Outside Sales Representative to drive revenue growth and develop new business opportunities within the San Diego territory. This remote role focuses on customer relationship management, territory development, account growth, and field-based sales activities across retail, food service, and distribution channels.

RESPONSIBILITIES

- Develop new business opportunities through prospecting, networking, and customer engagement.
- Build and maintain strong relationships with distributors, retailers, food service operators, restaurants, and other customers.
- Conduct in-person customer visits, product presentations, and sales meetings throughout the assigned territory.

- Achieve sales goals through effective territory management and account development.
- Negotiate pricing, promotions, and sales agreements to maximize revenue opportunities.
- Maintain and expand existing customer accounts while identifying opportunities for growth.
- Monitor market trends, customer needs, and competitive activity to identify new business opportunities.
- Prepare sales forecasts, activity reports, and territory updates.
- Collaborate with internal teams to support customer satisfaction and account growth.
- Assist with sales operations activities, including order management, logistics coordination, and account follow-up.

QUALIFICATIONS

- Bachelor's degree preferred or equivalent combination of education and sales experience.
- 3+ years of outside sales, territory management, or business development experience.
- Proven track record of generating sales and building long-term customer relationships.
- Strong interpersonal, negotiation, and communication skills.
- Ability to work independently and effectively manage a sales territory.
- Experience working with distributors, retailers, food service accounts, or related customer channels preferred.
- Proficiency in Microsoft Office applications.
- Valid driver's license and willingness to travel regularly within the assigned territory.
- Bilingual skills in English and Japanese, English and Spanish, or English and Chinese preferred.
- Experience within food, beverage, wholesale, distribution, or related industries is preferred.

BASE SALARY USD70,000 - 85,000 (DOE)

LOCATION San Diego, CA

WORK STYLE Remote

BENEFITS

- Health and dental insurance
- 401(k) Retirement Plan
- Paid Vacations
- Paid Holidays

#LI-JACUS #LI-US #countryUS

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