



PR/087552 | Business Development Executive

募集職種

人材紹介会社
JAC Recruitment USA

求人ID
1607843

業種
その他（メーカー）

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15日 15:00

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 Business Development Executive

POSITION SUMMARY In this position, you will support the growth of the business across the United States through a combination of business development, account management, market research, and customer support activities within a technical B2B environment. Working closely with sales and technical teams, you will identify new business opportunities, maintain customer relationships, support existing accounts, and contribute to market expansion initiatives while gaining valuable national sales experience.

RESPONSIBILITIES

- Identify and pursue new business opportunities across the United States through prospecting, customer outreach, industry events, and exhibitions
- Conduct market research and analyze industry trends to identify potential customers and market opportunities
- Develop and maintain relationships with existing customers while supporting account growth initiatives

- Prepare quotations and assist with commercial discussions and negotiations
- Manage sales opportunities and ensure timely follow-up on customer inquiries and requests
- Serve as the primary point of contact for customer inquiries and coordinate with technical teams to provide solutions
- Maintain accurate customer, sales, and opportunity records within CRM systems
- Assist with sales reporting, forecasting, and preparation of sales and marketing materials
- Collaborate with domestic and international colleagues to support customer activities and strategic initiatives
- Represent the company at customer meetings, trade shows, and industry events
- Provide regular updates and reports on market developments, customer feedback, and business opportunities
- Support additional projects and assignments as required

QUALIFICATIONS

- Bachelor's degree in Business, Marketing, Engineering, or a related field, or equivalent education and experience
- Fluency in English
- Ability to work effectively in a collaborative and multicultural environment
- Valid driver's license
- Willingness to travel domestically up to 30%

PREFERRED QUALIFICATIONS

- 0-5 years of experience in sales, business development, customer service, market research, or related fields
- Interest in technical products or industrial markets
- Strong analytical, organizational, and communication skills
- Additional language skills

LOCATION Dallas, TX

WORK ARRANGEMENT On-site

FLSA STATUS Exempt

WORKING HOURS Monday through Friday, 8:30 AM-5:30 PM

SALARY USD55,000-70,000

BENEFITS Medical, Dental, Sick Leave, Vacation and others (after successful completion of the 90-day probationary period)

#LI-JACUS #LI-US #countryUS

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会社説明