



PR/087573 | Outside Sales Representative

募集職種

人材紹介会社
JAC Recruitment USA

求人ID
1609308

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08月25日 10:49

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
ビジネス会話レベル

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 Outside Sales Representative

POSITION SUMMARY

In this position, you will be responsible for maintaining and growing relationships with existing customers while developing a deep understanding of their manufacturing processes and operational needs.

You will provide solution-based sales support, drive customer satisfaction and retention, and contribute to business growth through account expansion, new customer development, and identification of new opportunities within the assigned territory

RESPONSIBILITIES

- Manage assigned customer accounts to maintain and increase sales and gross profit

- Visit customers to recommend and support the selection of appropriate products and solutions
- Build and strengthen long-term customer relationships
- Analyze customer trends and identify new business opportunities
- Expand business within existing accounts and develop new customer relationships
- Collaborate with internal sales teams to address customer-related issues
- Provide timely and thorough follow-up via email, phone, and in-person meetings
- Manage projects including scope definition, supplier selection, contract support, and schedule coordination
- Recommend process improvements and cost-saving initiatives
- Work closely with customer engineering and maintenance teams
- Maintain sales activity records through CRM systems
- Meet or exceed sales goals within the assigned territory

QUALIFICATIONS

- Fluent in English
- 3 to 5 years of B2B outside sales experience
- Valid driver's license
- Strong business planning and account management skills
- Proven ability to identify customer needs and deliver value-based solutions
- Self-motivated with the ability to work independently
- Ability to analyze customer data and market trends

PREFERRED QUALIFICATIONS

- Bachelor's degree
- Japanese language skills
- Experience selling industrial, manufacturing, or technical products
- Experience with factory automation or industrial automation products

LOCATION Kalamazoo, MI

FLSA STATUS Exempt

SALARY USD57,000-85,000

BENEFITS Medical, Dental, Vision, Sick Leave, PTO, 401K and others

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会社説明