



PR/087579 | Regional Sales Manager

募集職種

人材紹介会社
JAC Recruitment USA

求人ID
1609309

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
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 Regional Sales Manager

POSITION SUMMARY

In this position, you will be responsible for driving revenue growth and increasing market share within an assigned territory through strategic sales planning, channel management, new customer acquisition, and relationship development with key accounts.

RESPONSIBILITIES

- Develop and execute sales strategies for the assigned territory
- Manage major customer accounts and negotiate pricing and commercial terms

- Identify and develop new customers and business opportunities
- Manage and support sales representatives and distributors
- Forecast monthly, quarterly, and annual revenue while managing regional budgets and profitability
- Collaborate with internal teams to drive business opportunities to closure
- Develop sales initiatives to increase market share across product lines
- Identify new markets and customer segments
- Conduct product training for sales representatives and distributors
- Travel throughout the assigned territory, including Japan and other Asian and European countries
- Prepare quotations and evaluate profitability
- Manage delivery schedules and customer expectations
- Maintain strong relationships with key customer, distributor, and representative contacts
- Participate in industry trade shows

QUALIFICATIONS

- Bachelor's degree in Business or Engineering
- 7+ years of experience in the electronics-related industry
- Strong sales, negotiation, and relationship management skills
- Experience with sales forecasting and budget management
- Ability to manage channel partners and distributors
- Strong problem-solving and analytical capabilities

PREFERRED REQUIREMENTS

- Experience working with international customers
- Experience managing distributors and sales representatives
- Technical product sales experience

LOCATION Silicon Valley Office

STATUS Exempt

SALARY USD145,000-160,000 + Company Performance-Based Annual Bonus

WORK SCHEDULE 5 days commute

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