



PR/087710 | Sales & Business Analyst

募集職種

人材紹介会社
JAC Recruitment USA

求人ID
1616119

業種
小売

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10月06日 10:34

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
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 SUMMARY

A global consumer products company is seeking an International Sales & Business Analyst to support and develop business operations in assigned international markets. This role focuses on distributor management, sales growth, profitability analysis, business planning, and overall market development.

The position will work closely with international distributors and customers while analyzing sales performance, expenses, market trends, and business opportunities. International travel is required approximately once every two months, typically for about one week at a time.

RESPONSIBILITIES

- Manage and support business operations for assigned international markets, including distributor relationships, sales growth, and profitability.
- Communicate with customers and distributors regarding orders, pricing, inventory, product distribution, and sales

activities.

- Monitor sales and inventory levels and identify opportunities to improve business performance.
- Develop and support country-level business plans and annual sales and expense budgets.
- Analyze sales performance, expenses, profitability, market trends, and business opportunities.
- Prepare sales reports, forecasts, presentations, and business analyses for management.
- Conduct market research and store visits to evaluate competitors, products, pricing, distribution, and market opportunities.
- Attend international trade shows and industry events.
- Coordinate with marketing agencies and internal teams on promotional activities.
- Support new product research and development through market information and customer feedback.
- Support international trade and logistics activities, including import/export procedures, shipment coordination, and documentation.
- Research local requirements related to product registration, importation, labeling, and other regulatory matters.
- Provide translation and other business support as needed.

QUALIFICATIONS

- Bachelor's degree in Business, Marketing, Economics, Analytics, or a related field.
- 1–3 years of experience in sales, business analysis, sales operations, or a related field.
- Proficiency in Microsoft Office 365, including Outlook, Word, Excel, and PowerPoint.
- Strong analytical skills and ability to interpret sales and business data.
- Effective written and verbal communication and presentation skills.
- Willingness to travel internationally approximately one week every two months to South America.

PREFERRED REQUIREMENTS

- Spanish language skills preferred, but not required.
- Knowledge of international trade and import/export processes.
- Experience analyzing sales, expenses, profitability, and overall business performance.

SALARY

USD31.25-33.65 per hour, depending on experience. Full-time, Non-Exempt position.

BENEFITS

- Health, dental, and vision insurance
- Life and disability insurance
- Retirement savings plan
- Paid time off and holidays
- Professional development and career growth opportunities

LOCATION

Cypress, CA

Onsite, Monday through Friday, 8:30 AM–5:30 PM

International travel required approximately once every two months.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明