

PR/087723 | Regional Sales Manager

募集職種

人材紹介会社
JAC Recruitment USA

求人ID
1616815

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10月27日 10:00

応募必要条件

職務経験
10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 Regional Sales Manager

POSITION SUMMARY

In this position, the Regional Sales Manager is responsible for developing and promoting products and services within a designated East Coast territory to increase profitability while maintaining and expanding an existing customer base. The role focuses on sales strategy execution, customer relationship management, and close collaboration with internal teams to support sustainable regional growth.

RESPONSIBILITIES

- Develop and implement regional sales strategies
- Manage and expand relationships with existing and prospective customers

- Conduct sales presentations and promotional activities
- Handle quotations, orders, pricing, and customer inquiries
- Participate in trade shows and marketing events
- Analyze market trends and customer needs to create proposals
- Maintain accurate sales records and reports using CRM systems
- Collaborate with technical and maintenance teams for after-sales support

QUALIFICATIONS

- A minimum of 10 years of professional experience in the bakery industry, including work related to factories, equipment, or machinery, with combined sales and management experience.
- Alternatively, candidates with at least 5 years of bakery industry experience may be considered if they also have a minimum of 5 years of hands-on baking experience.
- Possess a valid driver's license

PREFERRED QUALIFICATIONS

- Bachelor's degree from a four-year college or university, or an equivalent combination of education and professional experience

LOCATION Remote / Travel-based position covering the U.S. Northeast (ME, NH, VT, MA) and Canada

WORKING HOURS Monday-Friday, 8:30 am - 5:30 pm
EMPLOYMENT TYPE Full-Time, Exempt
SALARY USD101,000-106,000+Bonus+Car allowance (Car allowance does not apply if a company car is provided.)
BENEFITS Medical, Dental, Vision, Life Insurance, and 401(K) available after a 90 day probation period

TRAVEL REQUIREMENTS Approximately 60–70% travel annually, including customer visits, lab tests, and attendance at trade shows and exhibitions.

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