

PR/087637 | Sales Marketer

募集職種

人材紹介会社
JAC Recruitment USA

求人ID
1619334

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11月10日 09:00

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
流暢レベル

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　Sales Marketer / New Business Development Manager (2 headcounts)

WORK ENVIRONMENT

This company is an EMS (Electronics Manufacturing Services) provider within a Japanese electronic component manufacturing group. Leveraging manufacturing facilities across North America and Asia, the company supports OEM customers in automotive, industrial equipment, medical device, telecommunications, and other technology-driven industries. This is an entrepreneurial environment where employees will play a key role in expanding market presence and building long-term customer relationships.

POSITION SUMMARY

In this position, you will be responsible for market research, business development, and customer acquisition activities

throughout your assigned territory. You will identify new business opportunities, promote the company's EMS capabilities, develop strategic customer relationships, and generate RFQs, prototype opportunities, and long-term production programs.

RESPONSIBILITIES

- Conduct market research and industry analysis, including market trends, growth projections, competitive landscape, and economic factors
- Identify and evaluate target industries, customers, and new business opportunities within assigned territories
- Develop and execute strategic prospecting and customer acquisition plans
- Present the company's EMS manufacturing capabilities, facilities, and value proposition to prospective customers
- Generate RFQs, prototype opportunities, and production business opportunities
- Build and maintain strong relationships with prospective and existing customers
- Coordinate with engineering, manufacturing, and overseas teams to support customer requirements
- Maintain sales pipelines, business forecasts, and customer activity reports
- Represent the company at industry events, trade shows, and customer meetings
- Collaborate with North American and Asia-based teams to support business growth initiatives

QUALIFICATIONS

- Minimum 3 years of experience in B2B sales, business development, account management, or market development
- Experience developing new customers and expanding business opportunities
- Strong presentation, communication, and relationship-building skills
- Ability to work independently in a remote environment and manage a sales territory
- Willingness to travel domestically and internationally as required
- Business-level English proficiency

PREFERRED QUALIFICATIONS

- Experience in EMS (Electronics Manufacturing Services)
- Experience in electronics, electronic components, PCBA, or contract manufacturing industries
- Knowledge of OEM manufacturing processes and supply chain operations
- Experience selling into automotive, industrial, medical device, telecommunications, or related industries
- Understanding of manufacturing operations and production processes
- Japanese language skills are a plus
- Experience working with global manufacturing organizations and overseas teams

LOCATION Fully remote
Cover following areas by travel:

- 1 position: East Coast Region (NY / NJ / MA / CT preferred)
- 1 position: Texas Region (Dallas area preferred)

SALARY　USD 80,000-100,000

- Commission-based incentive plan
- No regular bonus program currently in place
- On-Target Earnings (OTE): USD 130,000 - 180,000

ADDITIONAL INFORMATION

- Occasional travel required

BENEFITS

- Medical Insurance
- Dental Insurance
- Vision Insurance
- Life Insurance
- Short-Term Disability
- Long-Term Disability

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会社説明