



Azuma Foods International Inc., U.S.A.

20201 Mack Street, Hayward, CA 94545

Sales Manager

Manage accounts of Japanese food wholesalers and retailers and collaborate in planning of monthly sales target; increase sales through promotions and deals, advertising campaigns and incentive programs; negotiate prices with buyers and contracts with customers and communicate with buyers to listen to complaints or new product suggestions; manage and mentor sales associates to ensure they meet their sales goals; assign area for each sales associate to cover, set sales performance standards, policies, and milestones for each sales associate; conduct weekly one-on-one meetings/calls with each sales associate to discuss sales issues and progress towards meeting revenue objectives; track and report sales revenues weekly then develop sales projections and forecasts; report back to President on sales progress; perform administrative duties such as sales training.

Minimum requirement: Bachelor's degree in Business or Management or Information & Policy Studies plus 2 years of experience as Sales Manager in Japanese specialty foods.

Jobsite: 20 Murray Hill Parkway, Suite 130, East Rutherford, NJ 07073

Apply to: HR Department, Azuma Foods Int'l Inc., USA, 20201 Mack Street, Hayward, CA 94545
or email to: HR@AzumaFoods.com.