



Japan-America Society of Indiana Corporate Member Job Opening Announcement

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Outside Sales Representative - Global Business Learning Environment Sankyo America, Inc.

Come work as an Outside sales representative at a growing company that offers exceptional benefits with opportunities to advance and learn alongside accomplished business leaders. In a multicultural work environment, you will be able to broaden your horizons and gain experience in global business.

The Company:

Sankyo America, Inc. has a combined experience of 35+ years in the plastics and material management business within the automotive and other industries. We value communication and team spirit. It's located in north west Indianapolis, IN. You will know more about us at www.sankyo-america.com.

The Position:

We are looking for a full-time Outside sales representative to conduct sales out in the field via face-to-face interactions with both potential and existing customers and suppliers. They are responsible for offering the best possible customer experience as well as providing hands-on explanations of any new or updated products and our services when necessary. Salary range is \$40K ~\$60K (DOE)

The Benefits:

- Very competitive benefits package (Medical, Dental, Vision, etc.)
- 401K plan offered
- Generous bonus program
- Paid Time Off and Vacation

Why Should You Apply?

- Global business experience with Diversity
- Growth and advancement opportunities
- Bonus program
- TOP benefits

Requirements:

- Bachelor's degree in Business, Sales, Marketing, or related field is required.
- Two years' experience in sales
- Strong presentation, negotiation, and closing skills
- Self-motivated and able to work independently to meet or exceed goals
- Microsoft Office proficiency

Responsibilities:

- Travel within sales territory to meet prospects and customers and suppliers
- Conduct calls and face-to-face meetings with customers daily
- Build and maintain relationships with new and repeat customers and suppliers as well

- Maintain records of all sales leads and/or customer accounts
- Educate customers on how products or services can benefit them financially and professionally
- Sell the company's products or services to customers within your given territory
- Monitor the company's industry competitors, new products, and market conditions to understand a customer's specific needs
- Work closely with other departments
- Preparing the presentation
- Obtaining deposits and balance of payment from customers
- Revise current quotation
- Make quotation for new customers and new products
- Obtain and verify customer forecast
- Maintain proper Inventory level
- Monitor and analyze sales/profit/Inventory
- Monitor customer payment performance
- Monitor customer's financial situation
- Make trip report for internal and suppliers
- Communicate with suppliers for above topics and issues
- Report to supervisor for above and at sales meeting.
- ISO9001 comply

If you are interested in this position, please contact Joy Fukuda, Office Administration:
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