

Market Research Analyst (Asian Seafood Products)
F.W. Bryce, Inc.
15110 N.E. 90th Street, Redmond, WA 98052

Research market conditions and identify target accounts and create marketing plans for sales of imported Asian products, primarily seafood from Japan and other Asian countries. Develop marketing strategy through additions of new products and traditional products to existing customers. Develop strategies for the sale of overstocked inventory items. Monitor industry statistics and market condition of commodities. Identify potential U.S. markets for products including smoked salmon, fresh frozen salmon and trout, king crab, eel, hoki fillets, soybeans, chilean seabass, tilapia fillets, shrimp, squid, salmon roe, tuna, softshell crab, black cod, and yellowtail. Track marketing sales trends and prepare reports to management in Japan. Collect information on market trends, competitors, and analyze sales data for marketing strategy. Introduce Asian products to Non Asian division to increase sales. Requires MS or MBA in International Business or Marketing and 2 years experience as Market Analyst – Asian Seafood Products, Import/Export Sales Specialist performing duties above, or related or BS in International Business or Marketing and 5 years of experience in duties specified above. Experience must include import/export of seafood products and processing customs documentation to/from Japan and related marketing analysis of new products. Must have required experience in same duties specified above.

Location: 15110 NE 90th Street, Redmond, WA 98052.

Send resumes to ianwmoores@fwbryce.com.