



PR/109224 | AM / DM- New Business development {Gurgaon}

## Job Information

### Recruiter

JAC Recruitment India

### Job ID

1536236

### Industry

Other (Trade)

### Job Type

Permanent Full-time

### Location

India

### Salary

Negotiable, based on experience

### Refreshed

April 30th, 2025 15:49

## General Requirements

### Minimum Experience Level

Over 3 years

### Career Level

Mid Career

### Minimum English Level

Business Level

### Minimum Japanese Level

Business Level

### Minimum Education Level

Associate Degree/Diploma

### Visa Status

No permission to work in Japan required

## Job Description

Location- Gurgaon

Designation- AM/ DM- New Business development

Experience- Min 5

Reporting- GM- sales

Industry: Would prefer experience in electronic industry (Home appliance, automotive electronic)

Working days/ time- Mon- Fri {8:30 AM – 5 PM}

### Responsibilities-

1. New business development.
2. Sales & Marketing (electronic fields, circuit board knowledge, home appliances, any electronics parts etc.) in India.
3. Manage existing key accounts by coordinating with customers as well as HQ in Japan.
4. Maintaining all business records of the assigned key accounts.
5. Payment tracking and follow-ups with customers for the assigned key accounts.
6. Primary & Secondary market research as required for electronic products.
7. Business trips across India

Education- Mechanical/ electronics {B.Tech/ Diploma}

Desired Skills: Good Communication, interpersonal skill, entrepreneur skill, confident with positive outlook, Client

Management Skill  
PF: No  
Bonus/Incentive: Once in a Year (depending on employees performance)

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Company Description