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India



## PR/109290 | Senior Marketing Engineer (Electronic Component)

### Job Information

**Recruiter**[JAC Recruitment India](#)**Job ID**

1538590

**Industry**

Electric Power, Gas, Water

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

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### 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

**Position: Senior Marketing Engineer (Electronic Component)****Location: Bangalore****Japanese Trading Electric Company****ESSENTIAL RESPONSIBILITIES**

- Experience: 5-10 years' experience
- Responsible and handle the operations in INDIA region. Implement plans to ensure marketing activities are carried out efficiently.
- Monitor the marketing activities by HRS and distributors are carried out effectively and reported regularly.
- Ensure the marketing target and objectives of product promotions are met.
- Ensure the marketing target and objectives to the distributors are met.

- Prepare and conduct regular product training to distributors. Coordinate and provide directions for meetings and private shows at the customer's location.
- Provide regular updates on industrial/market/customer situation.
- Provide regular updates on competitors' situation.
- Assess strength, quality, and effectiveness of our Distributors, and recommend changes, enhancements and alternatives required.
- Visit customers and distributors on a regular weekly basis.
- Perform marketing activities and create more opportunities for HRS products, by yourself and together with distributors.
- Submit weekly visit/activity plans, at least 1 week before.
- Submit weekly reports on the activities done.

#### **SUPPLEMENTAL RESPONSIBILITIES**

- Lead and participate in decision making.
- Be proactive, and not reactive.
- Implement PDCA system for all sales/marketing activities – Plan, Do, Check and Action.
- Review current staffing and organizational structures and recommend new more effective structures to achieve growth objectives in Field Sales and Distribution organizations.
- Assume leadership role and/or provide support for special projects, as required.

#### **COMMUNICATION AND INTERFACE**

- Maintain a strong and on-going communication with management of parent company and establish efficient and effective marketing operations in INDIA region.
- Provide directions to all direct reports to be proactive and not reactive.
- Develop a solid interaction throughout the organization at all levels.

#### **PROBLEM SOLVING AND JUDGEMENT**

Handle all facets of the business (customer issues or problems at all levels) both standard and non- standard situations.

#### **PHYSICAL CONDITIONS**

- Requires eye-hand coordination, listening-hearing ability, speaking-communication skills.
- Requires driving, walking, standing, sitting.
- Travel both domestic and international.

Employees must perform approximately 80% of essential responsibilities to qualify for classification in this position. The marginal functions of this position have not been included. This job description in no way implies that these are the only duties to be performed. An employee will be required to follow any other job-related duties required by the manager.

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#### **Company Description**