



PR/109149 | Sr. Executive or Executive {Gurgaon}

## Job Information

### Recruiter

JAC Recruitment India

### Job ID

1541867

### Industry

Other (Trade)

### Job Type

Permanent Full-time

### Location

India

### Salary

Negotiable, based on experience

### Refreshed

May 20th, 2025 13:56

## 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

**Title:** Sr. Executive or Executive {Gurgaon}

### Job Qualification:

- Experience working in a Japanese company
- Sales experience in industrial products at a manufacturer or trading company (preferably over 2 years)
- Sales experience in the automotive, air conditioning, or home appliance industries.

### Job Responsibilities:

- Sales to customers of industrial fittings, electric drivers, etc.
- Management of distributors and conducting training sessions
- User visits in the NCR region
- Discovering new distributors
- Managing exhibitions
- Business training in Japan or Thailand depending on results
- Sales using a personal vehicle is anticipated.
- 70%: Following up with existing client
- 30%: New BD

Expectation: following up existing clients, and at the same time, Nitto Kohki wants to expand business from new local & MNC companies such as TATA or Mahindra

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## Company Description