



PR/109206 | Sales Manager (Motor Industry)

Job Information

Recruiter

JAC Recruitment India

Job ID

1541891

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

July 1st, 2025 01:00

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

Responsibilities:

- Management work

This includes, inter alia, the following activities:

- Overall Management of Sales activities (from getting new inquiry to delivery of mass production parts)
- KPI Management to achieve the target.
- Proper management, guidance and education for subordinates
- HR evaluation of subordinates as immediate supervisor and primary evaluator

- Proper Management and control of various projects and the due date
- Organize weekly group meeting.
- Organize customer allocation.
- Organize customer backup allocation.
- Act as backup during absence of your staff.
- Propose and implement process improvements.
- Participate in managers meeting, and report Sales situation to management as well as share it with the participants and inform the company instruction to your staff.

- Collaboration and Communication

This includes, inter alia, the following activities:

- Report to management matters to have important or negative influence on business operations, relationship with customers, project schedule, etc. in a timely manner.
- Cooperate with all sections to assure correct information on customer documents.
- Cooperate with Management to assure an efficient allocation of tasks within Sales Group
- Cooperate with Headquarters in Japan, other offices, and factories over the world (ex. Vietnam, China, Mexico and Poland) to secure delivery to our customer and give a proper correspondence to the requested matter.
- Discussion and negotiation with outside parties about the customer issues

- Commercial Customer care

This includes, inter alia, the following activities:

- Sales promotion and make effort to expand our business from new and existing markets, customers.
- Create and maintain good relationship with customer.
- Collaboration / coordination with headquarters in Japan and other offices
- Handling and management of inquiries from RFQ phase to serial production delivery
- Clarify customer requirements (target price, schedule, drawing, specification etc...) and input them to internal related section for feasibility study.
- Quotations based on RFQ and other customer requirement.
- Contract review and agreement.
- Sample arrangement.
- Arrangement of necessary release document such as APQP, PPAP
- Utilize project management tool such as LOP (List of Open issue)
- Price negotiation of each quotation as well as annual price negotiation
- Contract review of e.g. framework agreements, logistics agreements and quality agreements, but also of project assignment agreements (nomination letter) and contract negotiation with the assigned key accounts
- Organization, preparation and follow-up customer visits, meetings
- Collect market/customer demand information and manage Sales projection (Monthly, Yearly and Mid-term)
- Collect market/competitor information and report internally (Share report)
- Change management (ex. design, packaging, production location, and EOL product/parts)

- Delivery management with internal sections and negotiation with customer
- Customer credit management (set and review payment term, payment collection) and monitoring of customer's credit standing including gathering financial information from customer and other sources.

- General Customer care

This includes, inter alia, the following activities:

- Contact window of various issues (including quality and technical issue) based on the customer requirement.
- Processing of customer complaints in coordination with Quality Department at the head quarter and factories far east
- Implementation and support of internal and external audits and process approvals
- Technical support of the customers and specification finding in cooperation with the internal sections
- Preparation of process audits at our production sites in our factories

Company Description