



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

Job Information

Recruiter

JAC Recruitment India

Job ID

1541899

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

June 3rd, 2025 02:00

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

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)

Company Description