

# インドの求人なら JAC Recruitment India

# PR/109534 | DGM -Spare Parts Business Management

#### Job Information

### Recruiter

JAC Recruitment India

#### Job ID

1553384

#### Industry

Other (Manufacturing)

### Job Type

Permanent Full-time

#### Location

India

### Salary

Negotiable, based on experience

#### Refreshed

November 4th, 2025 01:00

### General Requirements

# **Career Level**

Mid Career

## Minimum English Level

None

# Minimum Japanese Level

None

### **Minimum Education Level**

Associate Degree/Diploma

#### Visa Status

No permission to work in Japan required

# Job Description

## Purpose of the Role

To spearhead strategic planning, execution, and promotion of parts sales across distribution networks, retail shops, and ecommerce channels. Lead both Head Office and field coordination teams to drive profitability and market presence in the automotive spare parts domain.

#### Key Responsibilities

- Develop and implement parts sales strategies across distributor networks, retail outlets (including Blue Square shops), and online platforms
- Lead Head Office planning initiatives and coordinate field-level sales teams for streamlined execution
- Design and launch effective sales schemes and promotions for spare parts and lubricants
- Monitor profitability, analyze performance, and generate actionable insights to optimize sales outcomes
- Collaborate with marketing and CRM teams to enhance customer engagement and loyalty
- Drive business development initiatives to expand market reach and open market penetration

#### Qualifications & Experience

- Bachelor's degree (preferably in business, engineering, or related field)
- 15–20 years of experience in automobile parts sales, including leadership roles in distributor and retail networks

- Spare parts & lube sales
- · Sales promotion strategies
- Distributor management and network planning
- · Profitability analysis and performance metrics

### **Technical Skills**

- · Sales Management
- Strategic Planning
- CRM & Digital Marketing tools

### Soft Skills

- Strong communication and interpersonal skills
- · Team leadership and mentoring
- Adaptability and continuous learning mindset

#### **Core Competencies**

- Inventory and open market sales proficiency
- · Analytical thinking and data-driven decision-making
- Customer-first attitude with problem-solving flair

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: https://www.jac-recruitment.in/privacy-policy Terms and Conditions Link: https://www.jac-recruitment.in/terms-of-use

Company Description