



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

August 12th, 2025 00:00

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

Purpose of the Role

To spearhead strategic planning, execution, and promotion of parts sales across distribution networks, retail shops, and e-commerce 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

Required ExpertiseIn-Depth Knowledge

- 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

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Company Description