



PR/109536 | Sr. Executive / Asst. Manager- Sales

Job Information

Recruiter

JAC Recruitment India

Job ID

1553385

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

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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

Position: Sr. Executive/Asst. Manager- Sales

Location: Pune

Experience: 3–8 years of sales experience in the automotive industry, preferably with Tier 1 suppliers who knows OEMs. Experience in the chemical industry is a plus.

Qualification: Applicants must hold a degree in Engineering or a Science-related field. Prior knowledge of polymers is a strong advantage.

Reporting to: General Manager

Skills / Knowledge required:

1. Strong market knowledge of 2W & 4W segments across India.

2. Proficiency in domestic stock and sales operations.
3. Excellent communication and presentation skills.
4. Self-driven, a team player and enjoy challenges.
5. Able to work independently under minimal supervision.
6. Willingness to travel domestically and internationally.

Responsibilities:

1. Handle both domestic sales and export business to achieve sales targets.
2. Maintain existing customers and suppliers accounts.
3. Develop new business with existing and potential customers and suppliers.
4. Expedite the resolution of customer problems and complaints to maximize satisfaction.
5. Achieve agreed upon sales targets and outcomes within schedule, Coordinate sales effort with team members and other departments.
6. Analyze the territory market's potential, track sales and status and reports the same to management.
7. Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
8. Should be able to maintain adequate inventory level to avoid shortfall of material also minimize stock level to avoid dead stock, based on frequent discussion/forecast/PO from the respective customers.
9. Discussion with various existing customers and suppliers' side to understand the new business opportunity and convert them into actual sales.
10. Cold-call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities.

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.

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Company Description