



## PR/109572 | Manager- Sales and Marketing

### Job Information

**Recruiter**

JAC Recruitment India

**Job ID**

1554790

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

August 12th, 2025 10:41

### 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

**Roles and responsibilities: -**

- Preparation of Short- & Long-term Business plans with continuous interaction with OEMs & TIER1.
- Managing new product launches, aligning customer milestones and monitoring Engineering Changes,
- Maintaining good relationship levels and rapport with customers
- Price working, offer submission, negotiations and closing of deals for New products and Engineering changes.
- Weekly RFQ Status and Customer Enquiry Register to be reported to superior,
- Preparation of Monthly MIS and keeping track of yearly targets, Assisting Superior in Cost review, Inflation/Deflation working in commodity pricing, Market research and Product Benchmarking
- Liaising with internal departments and resolving customer concerns
- Monitoring Customer satisfaction index and taking necessary course correction
- Assisting and coordinating with Finance for payment collection and accounts reconciliation
- Organising stalls in Domestic and International exhibitions
- Intimate understanding of traditional and emerging marketing channels
- Excellent communication skills
- Ability to think creatively and innovatively

- Budget-management skills and proficiency
- Analytical skills to forecast and identify trends and challenges
- Familiarity with the latest trends, technologies and methodologies in graphic design, web design, production, etc,
- Oversee all marketing campaigns for their company or department
- Promote a business, product, or service
- Ensure the company is communicating the right messaging to attract prospective customers and retain existing ones
- Represent the marketing team to cross-functional groups including product management, sales, or customer support
- Lead market research efforts to uncover the viability of current and existing products/services
- Collaborate with media organizations and advertising agencies
- Brainstorm ideas for new campaigns

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## Company Description