RGF HR Agent India

Japanese machine parts company × Korean sales representative

Jobs in India that make use of Korean!

Job Information

Recruiter
RGF Select India Pvt. Ltd

Job ID
1555045

Industry
Electronics, Semiconductor

Job Type
Permanent Full-time

Location
India, Chennai

Salary
6.5 million yen ~ 9 million yen

Work Hours
9:00-18:30 Mon-Fri

Holidays
Saturday, Sunday + paid leave

Refreshed
October 26th, 2026 00:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
None

Other Language
Korean - Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
No permission to work in Japan required

Job Description

To lead and coordinate sales and business development activities with Automobile Vendor Development teams (both India and Korea) to secure new and existing wiring harness business for our company. The role requires strong cross-cultural communication, technical sales experience in the automotive wiring harness industry, and proactive coordination with both Indian and Korean stakeholders.
Key Responsibilities:

- Business Development
Lead business development initiatives with Korean Automobile company teams to win new wiring harness projects.
-Monitor and track Korean Automobile company RFQ (Request for Quotation) activities and work with internal CFT to ensure timely and competitive proposals.
-Establish and maintain strong relationships with Korean Automobile company's Vendor Development, Purchase, and Engineering teams.
Technical & Commercial Support
-Coordinate with our engineering, costing, and project management teams to align product proposals with Korean Automobile company expectations.
-Provide commercial leadership in negotiations, including target pricing, EBIT management, and profitability analysis.
-Understand and communicate Korean Automobile company's business KPIs, timelines, and technical requirements to our teams.
-Korean Automobile company VAATZ portal Knowledge on E-bidding RFQ's module, EO, etc..
Cross-Cultural Communication
-Act as the bridge between our counterparts, ensuring clarity of communication and timely escalation of critical issues.
-Interpret and support meetings, documentation, and reviews where Korean language and business etiquette is required (including Hyundai/KIA Design Reviews).
-Support Korean customer visits, audits, and reviews in India.
Strategic Account Management
-Support long-term strategy planning with Korean Automobile company as a key account.
-Monitor competitor activity and suggest strategic countermeasures.
-Identify opportunities for localization, cost-down, and VA/VE initiatives.

Required Skills

-Over 10 years of sales experience in mechanical parts or automotive parts
-Business-level proficiency in English
-Native-level or higher proficiency in Korean
-Ability to perform duties while valuing teamwork

-Experience in the automotive industry
-Work experience in India or other overseas locations

Company Description