



## Japanese speaker - Senior Sales Manager

**Sr.Sales job for Indian Japanese speaker**

### Job Information

**Recruiter**

RGF Select India Pvt. Ltd

**Job ID**

1555612

**Industry**

Specialized Import, Export

**Job Type**

Permanent Full-time

**Location**

India, Gurgaon

**Salary**

2.5 million yen ~ 5 million yen

**Work Hours**

9:00-17:30 Mon-Fri

**Holidays**

Saturday, Sunday

**Refreshed**

August 20th, 2025 20:29

### General Requirements

**Minimum Experience Level**

Over 10 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

Business Level

**Other Language**

Hindi - Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

No permission to work in Japan required

### Job Description

**[Products]**

Steel sheets, building materials, reinforcing bars, steel pipes, raw materials, structural steels, tool steels, stainless steels, semiconductors, electronic parts and systems, resin raw materials, and molded resin products.

**[Customer]**

Japanese and non-Japanese automotive and non-automotive related companies. Customers in almost every industry are

potential customers for us.

#### 【Job Description】

We are seeking a highly experienced and dynamic sales professional to join our trading business team, handling a WIDE range of products including steel, chemical products, and electronics etc. The ideal candidate will have a strong background in B2B sales at a general trading company and possess deep market insight across multiple product segments.

#### 【Key Responsibilities】

- Lead multitask sales activities across multiple product domains
- Import high-quality products from trusted Japanese suppliers
- Export competitive products from Indian suppliers to global markets
- Explore and evaluate OEM partnerships and joint venture opportunities
- Develop and maintain strong relationships with clients across a wide range of industries
- Work with Japanese and non-Japanese automotive and non-automotive companies

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### Required Skills

#### 【Necessary Skill / Experience】

- Minimum 15–20 years of B2B sales experience, preferably in a general trading company
- Demonstrated ability to handle multiple product categories (e.g., steel, electronics, chemicals) and cross-industry clients
- Experience in import/export operations and global supply chain management
- Understanding of Japanese business culture and ability to liaise with Japanese suppliers
- Fluency in Japanese, English, and Hindi at business level
- Proven skills in negotiation, client communication, and relationship management
- Capable of independent work and leading new business development initiatives with minimal supervision

#### 【Preferable Skill / Experience】

- Bachelor's degree or higher, preferably in Business, Engineering, International Trade, or a related field
- Experience working with automotive or manufacturing sector clients
- Knowledge of trade compliance, customs procedures, and relevant legal documentation

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### Company Description