RGF HR Agent India

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
October 28th, 2026 03:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
Business Level

Other Language
Hindi - Fluent Level

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

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

Company Description