



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

February 4th, 2026 08:01

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

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