



Sales Manager/ JP speaker

Jobs in India that make use of Japanese!

Job Information

Recruiter

RGF Select India Pvt. Ltd

Job ID

1555643

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

India, Gurgaon

Salary

4 million yen ~ 6 million yen

Work Hours

9:00-18:00 Mon-Fri

Holidays

Saturday, Sunday

Refreshed

February 18th, 2026 01:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level

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

[Job Responsibilities]

- Develop and execute sales strategies for semiconductor-related products (e.g., components, equipment, materials) and EMS
- Identify and approach potential clients to generate new business opportunities
- Build and maintain strong relationships with existing clients to expand business
- Understand client requirements and propose optimal products and solutions
- Coordinate with internal technical and production teams to manage quotations, specifications, and delivery

timelines - Set sales targets and manage KPIs to achieve revenue and profitability goals - Oversee the end-to-end sales process, including order intake, delivery, invoicing, and payment collection - Handle customer inquiries and complaints, and ensure post-sales follow-up - Collect and analyze market trends, competitor activities, and customer feedback, and report insights to the head office - Participate in trade shows, business meetings, and marketing events - Prepare regular sales reports and communicate closely with the Japan HQ and other global offices - Possibility to be involved in building and managing a local sales team in the future - Business trip to Japan - Please note: As this position is part of a newly established operation in India, responsibilities may evolve or expand based on business needs

Required Skills

[Necessary Skill / Experience]

- N3 or above Japanese (spoken and written)
- 5+ years of B to B sales experience
- Working experience in the semiconductor, automotive, or similar industry
- Fluent in English (spoken and written)
- Open to working in a startup-like environment with evolving roles and processes

[Preferable Skill / Experience]

- Experience handling technical products such as semiconductors, electronic components, precision equipment, automobile parts or industrial materials
- Experience in managing sales teams

Company Description