RGF HR Agent India

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
October 28th, 2026 03:00

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 Level

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