RGF HR Agent India

Indian Japanese speaker - Sales in Mechatronics

Exciting role | Japanese trading company

Job Information

Recruiter
RGF Select India Pvt. Ltd

Job ID
1556198

Industry
Specialized Import, Export

Job Type
Permanent Full-time

Location
India, Gurgaon

Salary
3.5 million yen ~ 5 million yen

Work Hours
9:00-17:30 Mon-Fri

Holidays
Saturday, Sunday

Refreshed
November 3rd, 2026 04:00

General Requirements

Minimum Experience Level
Over 3 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】
Machine tools, industrial machinery, robots, functional/mechanical parts, manufacturing equipment, and automation systems
Import of effective products from Japanese suppliers and export of products from influential suppliers in India. Consideration of OEM partners and joint venture companies.

【Customer】

Japanese and non-Japanese automotive and non-automotive related companies. Customers in almost every industry are potential customers for us. We are particularly interested in candidates who can leverage their Japanese language skills to communicate directly with our Japanese clients or act as an interpreter, rather than using Japanese only internally.

【Attractive Points】
Join a globally active and well-established Japanese trading company in its rapidly growing Mechatronics Division. You'll work with advanced industrial technologies—supporting customers in automation, robotics, and manufacturing innovation—while being part of a company with a strong domestic and international network.

【Job Description】
- Develop new clients and maintain strong relationships with existing ones
- Propose and sell machine tools, industrial equipment, automation systems, and mechanical components to manufacturers
- Handle a wide range of products including:
 1. Manufacturing equipment, tools, and peripherals
 2. Inspection and measurement devices
 3. Installed systems and industrial software
- Propose automation solutions and manpower reduction systems, especially those centered on robotics
- Coordinate with suppliers and clients to provide end-to-end technical and commercial support
- Communicate closely with internal teams in India
- Monitor industry trends and provide strategic input to strengthen sales proposals
- Ensure smooth execution of trade operations including quotations, order management, and logistics coordination

Required Skills

【Necessary Skill / Experience】
・5+ years of B2B sales & marketing experience in industrial machinery, machine tools, or automation systems
・Proven experience communicating with Japanese clients or acting as a Japanese-English interpreter, leveraging Japanese language skills in a business context
・Strong understanding of the Indian manufacturing landscape, especially in automotive and/or aerospace sectors
・Excellent communication skills in English and Hindi
・Familiarity with trade operations, including import/export and supply chain processes

【Preferable Skill / Experience】
・Self-driven and proactive, with the ability to work independently and contribute from day one
・Technical background or knowledge of machine tools, robots, or industrial equipment is highly desirable

Company Description