



PR/109690 | Sales Executive

Job Information

Recruiter

JAC Recruitment India

Job ID

1559303

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

January 27th, 2026 06:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Role Overview

We are looking for a driven and resourceful Sales Executive to expand our footprint in the chemical and automotive sectors. This role involves managing a diverse portfolio of specialty chemical products and building strong relationships with customers and manufacturers. The ideal candidate will be proactive, resilient, and skilled in navigating complex sales environments.

Key Responsibilities

- Establish and maintain trust-based relationships with clients and suppliers
- Conduct market research and identify new customer opportunities
- Manage inventory, credit exposure, and accounts receivable with a focus on risk mitigation
- Resolve delivery and quality issues through negotiation and problem-solving
- Ensure adherence to trade practices and regulatory standards
- Maintain accurate sales records and utilize IT tools for reporting and analysis
- Collaborate with internal teams to align sales strategies with business objectives

Required Skills and Experience

- Experience in B2B sales, preferably in the chemical or automotive industries
- Strong understanding of specialty chemical products and their applications
- Effective communication skills in English, both written and verbal

- High level of IT literacy, including CRM and reporting tools
- Ability to work independently with integrity and ambition
- Resilience under pressure and a proactive approach to challenges
- Familiarity with trade practices and compliance requirements

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Company Description