

インドの求人なら JAC Recruitment India

PR/109804 | Sales Manager

Job Information

Recruiter

JAC Recruitment India

Job ID

1564958

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

November 11th, 2025 10:54

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Sales and Business Development

- Develop and implement strategic sales plans to achieve business goals in the Indian market.
- Identify, approach, and acquire new customers and business opportunities ("sales hunting").
- $\bullet \ \ \ \mbox{Conduct market analysis including competition, segmentation, and emerging trends.}$
- Lead sales negotiations and prepare contracts and quotations.
- Maintain and grow long-term relationships with existing customers.
- Coordinate closely with the Technical Operations and Service teams to ensure customer satisfaction. Market Expansion & Customer Engagement
- Explore and establish new customer channels such as wholesalers, laboratories, universities, and online platforms.
- · Participate in trade shows, exhibitions, and other marketing activities locally and internationally when required.

• Provide pre-sales consultation and after-sales support to customers.

Consumables & Tools Sales

- Manage sales of consumables and tools related to high-tech optical machinery.
- Support customers with technical advice and solutions in collaboration with the headquarters' technical departments.
- · Continuously analyze market-specific demands to identify growth opportunities.

<u>Age</u>

25-40

Education/ qualifications

- Bachelor's degree in: Optics, Optometry, Mechanical Engineering, etc.
- Knowledge of Optics, Ophthalmic, Mechanical Engineering

Skills/ Experience

- 10-20 years of sales experience, preferably with international companies.
- Proven track record in Ophthalmic or Precision Optics machinery/equipment sales.
- Possess a proficient level of skill with Microsoft Office, specifically Word and Excel.
- · Possess excellent organizational skills and ability to prioritize work to meet time-sensitive deadlines.
- Possess high standard of work ethics to ensure confidentiality of company information.
- Strong negotiation, presentation, and communication skills.
- Self-motivated, proactive, and target-driven with a "sales hunter" mindset.
- Ability to work independently and manage sales activities across India.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description