



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

December 23rd, 2025 10:01

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").
- 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.

Age

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.

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Company Description