



PR/109881 | Marketing – Asst Manager

Job Information

Recruiter

JAC Recruitment India

Job ID

1568041

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

February 3rd, 2026 09:02

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

- Responsible for researching potential customers, selecting potential joint venture partners, and conducting negotiations. Nihon Matai is seeking someone to serve as their right-hand man, supporting and conducting customer research and market surveys.
- Customer Visits (sample work, quote presentation, request response)
- Approaching potential customers for the import customs statistics already listed
- Visiting customers to find out the brand, quantity, price, and possibility of switching.
- Gather information on current products (obtaining samples and analysing them: handling DHL and the post office for this purpose)
- Compile a list of new potential customers
- Investigate new potential customers not on the existing customer list
- Explore opportunities for lateral expansion based on the knowledge gained from the visits
- Since the competitors visited in the existing list will become new potential customers for our company, simultaneously investigate them.

- Relate to exhibitions
- Exhibit at exhibitions to acquire new customers and conduct market research, interact with exhibitors, and handle inquiries after the exhibition.
- Prepare for exhibitions (including studying products for exhibitions).

- Visit various exhibitions to gather information.
- Coordinate appointments and schedule business trips (arrange hotels, flights, and vehicles).
- Coordinate schedules for our activities
- Arrange business trips and settle business trip bills.
- Support for any issues that arise regarding the establishment of the JV, and handle miscellaneous tasks related to them.
- Mandatory experiences and skills
- Work Experience in business development, new customer acquisition, market research and sales at industrial resin and/or elastomer film products
- Basic Office soft skills(Excel, Word, Outlook, Power Point etc)

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Company Description