



## 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)

**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