



PR/109804 | Sales Manager

Job Information

Recruiter

JAC Recruitment India

Job ID

1572211

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

January 13th, 2026 10:25

General Requirements

Minimum Experience Level

Over 10 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

Company Overview: One of the global MNC into ophthalmic industry aiming to grow their business in India.

Job Overview: Looking for sales manager having strong experience into ophthalmic industry who will be responsible for strategy formulation and forecasting with an intention to grow the business for competitive market in India.

Job Responsibilities:

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.

Job Requirements:

- Bachelor's degree preferably in Optics, Optometry, Mechanical Engineering, etc. having 10 - 20 years' experience working in international companies with strong knowledge of Optics, Ophthalmic, Mechanical Engineering.
- 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