



PR/109974 | Officer / Sr. Sales Officer (Sales & Purchase) Bangalore

Job Information

Recruiter

JAC Recruitment India

Job ID

1572875

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

February 3rd, 2026 04:00

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

Designation: Officer / Sr. Sales Officer (Sales & Purchase)

Location: Bengaluru

Key Responsibilities of the Job:

- Sales & Marketing of Special Steel products (Bars, Wire Rods, Wires, Strips, Powder, Magnets, Forging & Casting components etc.) in India.
- Manage existing key accounts by coordinating with customers as well as HQ in Japan.

- Maintaining all business records of the assigned key accounts.
- Payment tracking and follow-ups with customers for the assigned key accounts.
- Primary & Secondary market research as required for steel products.
- Prepare and submit reports (Customer, product lists, product specific market information etc.) as requested.
- Learn various business compliance requirements (BIS, Ministry of Steel, DGFT, other legal compliances) through On the Job Training and develop related skillset.
- Conducting regular warehouse visits to inspect material quality.

Profile of the Incumbent:

- Experience – Minimum 3 Years
- Industry – Preferably from Steel Trading /Steel Manufacturing/ Automobile
- Function – Sales/Marketing/Procurement
- Qualification – Preferably B. Tech (Mechanical/Any) / MBA but not mandatory
- Basic knowledge of MS Office, especially MS Excel, good overall IT knowledge
- Candidate having experience in dealing with OEM, Tier 1, Tier 2 Automobile component manufacturers will be preferred.
- Prior knowledge of import & export procedure & documentation is good to have but not mandatory
- Can handle extensive domestic travel and efficiently manage customer and expatriate schedules in a fast-paced environment.
- Can submit deliverables as per deadlines
- Excellent soft skills, a good team player in a hierarchical organisation structure
- Strong Communication Skills – both verbal and written
- Sales & Marketing mindset with a Can-Do attitude
- Working experience with a Foreign/Japanese MNC in a fast- environment will be preferred

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Company Description