



PR/110066 | Sales Executive

Job Information

Recruiter

JAC Recruitment India

Job ID

1577546

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

April 7th, 2026 13:00

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

Role Summary

We are seeking a proactive, independent, and growth-driven **Sales Professional** with strong communication and stakeholder-management skills. This role is not limited to closing contracts—you will also contribute to **future business expansion**, including identifying new business models, revenue opportunities, and strategic market development. You will manage both **new client acquisition** and **existing customer support**, ensuring long-term relationship success and sustainable business growth.

Key Responsibilities
1) New Client Acquisition (Hunting)

- Identify, target, and acquire new B2B clients across domestic and international markets
- Develop and execute account entry strategies, lead generation plans, and sales pipelines
- Conduct product/solution presentations, client meetings (virtual & in-person), and negotiate terms
- Prepare proposals/quotations and support contract finalization

2) Account Management & Relationship Building

- Maintain strong customer relationships to ensure satisfaction and repeat business
- Collaborate with internal teams (production, quality, logistics) to meet customer requirements
- Support commercial discussions and contribute to long-term account growth

3) Troubleshooting & Issue Handling

- Serve as the primary point of contact for customer concerns and escalations
- Coordinate with internal stakeholders to resolve issues promptly and communicate updates
- Assist in root-cause alignment with internal teams and rebuild customer confidence

4) Business Expansion & Strategic Development

- Propose and evaluate new revenue streams, business models, and partnership opportunities
- Gather and analyze market intelligence (pricing trends, competitor activity, customer feedback)
- Identify expansion opportunities within ASEAN and Japan-based customer ecosystems
- Support leadership in building a scalable go-to-market strategy during the startup phase

5) Reporting & Coordination

- Provide regular updates to the Indian Factory Manager on pipeline status, travel plans, customer progress, risks, and forecasts
- Maintain CRM documentation, pipeline records, and sales activity reports

Required Qualifications

- Minimum **3 years of B2B Sales experience** (manufacturing/industrial preferred)
- Strong communication, negotiation, and stakeholder management capabilities
- Willingness to travel frequently, including international travel
- Proven ability to independently manage end-to-end sales cycles
- Comfort working in both **growth-oriented roles** (new client acquisition) and **support roles** (issue resolution)

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Company Description