



PR/110116 | Sales & Marketing

Job Information

Recruiter

JAC Recruitment India

Job ID

1580516

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

March 31st, 2026 13:00

General Requirements

Minimum Experience Level

Over 6 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: Aleading Japanese MNC engaged in manufacturing of automotive seat components

Job Location: Sambhajnagar, Maharashtra

Key Responsibilities:

- Market Research & Customer Pipeline Development
 - Conduct market research on automotive OEMs, Tier-1, Tier-2 suppliers, and interior components manufacturers.
 - Identify potential customers across India, with a focus on Aurangabad and Pune.
 - Gather information on customer product needs, purchasing processes, and relevant local regulations.
- New Customer Outreach
 - Conduct regular visits to existing partner companies.
 - Schedule appointments with potential customers via phone and email.
 - Develop sales narratives based on factory setup possibilities, supply capabilities, and product strengths.

■ Product Explanation & Technical Proposals

- Explain specifications and advantages of seat and interior components.
- Compare customer's current parts with our products and propose cost-reduction options.
- Coordinate with the Japan technical team, including translation and alignment of drawings and technical documents.

■ Quotation, Price Negotiation & RFQ Handling

- Respond to RFQ inquiries and collect required information from customers.
- Coordinate quotation details with the Japan headquarters.
- Handle price negotiations, delivery schedules, and verification of commercial and logistics schemes.

■ Business Travel

- Travel across India while being based in Aurangabad.
- Participate in factory visits, supplier assessments, and customer meetings.

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Company Description