



PR/110135 | For Japanese Speaker(N1, N2, N3), Bilingual Sales & Marketing at Japanese leading manufacturer of automotive seat components

Job Information

Recruiter

JAC Recruitment India

Job ID

1581872

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

May 5th, 2026 14:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

We are looking for the first local employee in our India subsidiary, who will primarily lead sales and marketing activities.

■ 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 springs 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 and the Thailand plant.
- 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