



## PR/110184 | DM Robotic Sales (SMT)

### Job Information

**Recruiter**

JAC Recruitment India

**Job ID**

1583949

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

June 30th, 2026 02:00

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**Skills & Knowledge**

- Knowledge of SMT (Surface Mount Technology) equipment and robotics solutions.
- Understanding of electronics manufacturing and industrial automation processes.
- Knowledge of distributor management and B2B sales support activities.
- Familiarity with customer engagement, product configuration, and sales tracking.
- Working knowledge of trade compliance and reporting.
- Proficiency in MS Office (Excel, PowerPoint, Word – Intermediate level).

**Roles & Responsibilities**

- Support SMT sales activities through technical advocacy and distributor coordination.
- Collaborate closely with distributors to promote products and achieve sales targets.
- Visit customers to understand technical requirements and offer product-related support.
- Conduct product training sessions and provide technical guidance to distributors and partners.
- Assist in product configuration and solution discussions based on customer needs.
- Track sales targets and provide regular updates on sales progress.
- Maintain and update customer and user databases along with sales documentation.
- Ensure compliance with company trade policies and documentation standards.
- Prepare reports and presentations on sales performance and related activities.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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## Company Description