



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

April 21st, 2026 15:00

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.

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Company Description