



PR/110234 | AM - Sales

Job Information

Recruiter

JAC Recruitment India

Job ID

1586577

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

April 14th, 2026 10:35

General Requirements

Minimum Experience Level

Over 3 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

Job Location: Bangalore

Requirement: -

- Identify and develop new customers for electronic components, especially semiconductors, by understanding their technical and commercial requirements and building long-term relationships.
- Create and manage new business opportunities, including preparing quotations, negotiating pricing, and coordinating internally for timely order execution.
- Source and develop new suppliers, mainly Japanese and global manufacturers, while maintaining strong relationships with existing suppliers.
- Act as a bridge between customers and suppliers by handling inquiries, specifications, delivery schedules, and issue resolution.
- Monitor market trends, competitor activity, and customer demand to support business growth and reporting to

management.

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Company Description