



## PR/110292 | Business Development Manager

### Job Information

**Recruiter**

JAC Recruitment India

**Job ID**

1599445

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

June 26th, 2026 11:24

### 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

Position:- Assistant Manager – Business Development

**Role Overview**

The role is responsible for supporting business expansion initiatives through a combination of strategic marketing research and sales activities for products in the Indian market. The position contributes to both the growth of existing businesses and the development of new business opportunities.

**Key Responsibilities**

- Promote and support the sales of products by engaging with customers, understanding requirements and converting opportunities into business orders.

- Support the expansion of existing businesses and development of new business opportunities through structured marketing research and analysis.

- Respond to research requests from Japan by delivering accurate, timely, and actionable outputs within defined deadlines.

- Conduct detailed market research on products, technologies, and industry trends relevant to the Indian market and provide insights to support strategic decision-making.

- Identify potential customers, business partners, and market opportunities through proactive outreach, meetings (online and in-person), and follow-ups.

- Facilitate business discussions and collaborations, including supporting

agreements such as NDAs and progressing opportunities to the business consideration stage.

Develop and propose new business ideas and models tailored to the Indian market, focusing on scalability, affordability, and alignment with emerging trends.

Participate in exhibitions, trade shows, and industry events to generate leads, enhance market presence, and gather competitive intelligence.

Collect, organize, and disseminate market intelligence and business information gathered from research, customer interactions, and industry activities, ensuring it is effectively maintained as an internal knowledge asset.

Key Skills:

Business Development & Sales Skill

Exceptional analytical, strategic and logical thinking abilities.

Information Gathering Ability

Great capacity to understand and relay complex data across industries.

Ability to Construct Scenarios Based on Hypotheses

Curiosity and passion for various topics

Ability to build relationships with customers.

Continuous Improvement Mindset (Kaizen)

Qualifications & Experience

More than 3 years of experience in marketing research, business development, or sales

Experience in B2B sales, industrial products, or manufacturing industry is preferred.

Exposure to international coordination, preferably with Japanese companies, is an added advantage.

**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