



## PR/110295 | Senior Executive - OEM Sales Representative

### Job Information

**Recruiter**

JAC Recruitment India

**Job ID**

1599447

**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 6 years

**Career Level**

Mid Career

**Minimum English Level**

Basic

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

#### Job Summary:

We are seeking an experienced OEM Sales Representative to join our team. The ideal candidate will be responsible for developing and managing business relationships with OEM customers, identifying new business opportunities, and achieving sales targets. This role requires a strong understanding of technical products, excellent communication skills, and the ability to align customer needs with our product offerings.

**Location:** Chennai

**Experience:** 5 To 8 years

#### Key Responsibilities:

- Identify and develop new OEM customer accounts and business opportunities.
- Manage and grow existing OEM customer relationships.

- Understand customer requirements and work with engineering/technical teams to provide customized solutions.
- Negotiate pricing, terms, and conditions within established guidelines.
- Prepare and deliver technical presentations and proposals.
- Track and report on sales performance, forecasts, and market trends.
- Attend industry trade shows, conferences, and customer meetings.
- Collaborate with internal departments such as logistics to ensure customer satisfaction.

Requirements:

- Bachelor's degree in engineering, or a related field.
- Strong technical aptitude and ability to understand complex products.
- Excellent negotiation, communication, and interpersonal skills.
- Self-motivated with strong organizational and time-management skills.
- Proficient in Microsoft Office Suite.
- Willingness to travel as required.

**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.

Privacy Policy Link: <https://www.jac-recruitment.in/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.in/terms-of-use>

---

## Company Description