



PR/110318 | AGM

Job Information

Recruiter

JAC Recruitment India

Job ID

1599459

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:24

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Current Situation

Currently, the same manpower is handling both policy creation and policy execution, leading to overlap and inefficiencies. Network control-related policies (e.g., BSQ initiatives) are being managed alongside ongoing operational cases. There is no dedicated specialist focused exclusively on strategy development.

Challenges

- Strategic network policies are mixed with day-to-day operational execution
- Lack of unbiased, long-term strategic focus
- Absence of a specialized role for independent policy and strategy creation

Objective

To develop unbiased, data-driven network strategies and policies without operational judgment influencing decision-making.

Proposed Improvement

- Establish separate teams for strategy & execution
- Ensure that all network policies are aligned with the overall YMIS strategic direction
- Enable focused planning with an All India outlook

Scope of Work

This role involves pan-India planning and network strategy development, supporting long-term market penetration and dealer network optimization.

Roles & Responsibilities

- Hub-to-hub competition and network mapping
- Market analysis and opportunity identification
- Development of Mid-Term (MTP) and Long-Term (LTP) network strategies for penetration into key markets
- Dealer review and revival initiatives
- Dealer onboarding and handholding
- Network policy formulation and governance
- Dealer (DLR) appointment activities including:
 - Handling vacant, scrap & build cases
 - Prospect scouting and evaluation
 - Managing the interview-to-dealer appointment process
- Coordination with vendors and field teams
- Ensuring target-oriented execution aligned with strategic goals

Key Skills & Competencies

- Strong proficiency in Excel and analytical tools for data-driven decision-making
- Experience in network policy formulation with a strong emphasis on fairness and transparency
- Strategic thinking with the ability to balance long-term vision and market realities
- Previous experience working with a Japanese MNC is preferred

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Company Description