



## PR/110390 | Senior Executive - Marketing

### Job Information

**Recruiter**

JAC Recruitment India

**Job ID**

1599499

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

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### General Requirements

**Minimum Experience Level**

Over 3 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

#### 1. JOB DESCRIPTION

Chennai Marketing.

**Position:** Executive / Sr. Executive

**Department:** Marketing

**Location:** Chennai

**Employment Type:** Full-Time

**Educational Qualification**

- Minimum: Bachelor's degree in engineering

- Preferred: Candidates with higher or relevant educational background

**Role Purpose** To drive sales and marketing activities by providing technical solutions, understanding customer requirements, and supporting business growth in the assigned region.

### Key Responsibilities

- Visit existing and potential customers regularly to identify requirements and build strong relationships
- Develop and manage dealer relationships, including training and performance tracking (KPIs)
- Prepare quotations, negotiate pricing, and manage delivery commitments
- Recommend suitable machine tools and solutions based on customer machining and production needs • Analyze market trends, competitor activities, and customer investment plans
- Support marketing activities such as exhibitions, open houses, and promotional events

### Required Skill Sets Domain Skills

Must Have: • Minimum 3+ years of experience in machine tools / cutting tools sales

- Strong application knowledge and understanding of manufacturing processes

Good to Have:

- Experience in proposal preparation
- Hands-on exposure to CNC machine operations **Software / PC Skills Must Have:**
- Proficiency in Microsoft Word, Excel, and PowerPoint

Good to Have:

- Basic knowledge of IoT, jig fixtures, and machine tool peripherals

Other Skills Must Have:

- Fluency in English and Tamil
- Strong communication and interpersonal skills Good to Have:
- Knowledge of machining processes
- Hindi language proficiency (added advantage)

### Experience Requirements •

Industry: Machine Tools / Cutting Tools Industry

#### Experience:

3+ years Exposure Required

- Sales and marketing of machine tools
- Handling high-value milling machines (including imported machines preferred)

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