



## PR/110443 | Senior Engineer

### Job Information

**Recruiter**

JAC Recruitment India

**Job ID**

1599536

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

June 26th, 2026 11:25

### 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

**ROLES & RESPONSIBILITIES - Sales**

1. Identify and pursue new business opportunities to drive revenue growth, Develop and maintain strong relationships with clients.
2. Customer Relations (MSIL & Toyota ): Build and maintain strong relationships with customers, resolve conflicts, and ensure high satisfaction.
3. Strong in Handling Quotation , Negotiation & - APR -(Annual Price Reduction activity )
4. Track sales performance metrics, forecasts, and key performance indicators (KPIs)- Drive CR Activity Professional APQP / PPAP processes, Engineering change management, Risk management , Project Management Personal Team Building, Key Player 7. Excellent negotiation, communication, and relationship-building skill
8. Create and deliver compelling sales presentations and proposals to potential clients.
9. On hand experience in Soft Skills - MS Office , IATF Knowledge is key Advantage REQUIREMENTS SKILLS 5. Drive

continuous improvements in the sales process to enhance efficiency and effectiveness

### **ROLES & RESPONSIBILITIES - Project Management**

1. Project Planning and Execution -( Create and maintain project schedules)
2. Manage Project Concept/Design to SOP (Start of Production).
3. Cross-Functional Coordination - Interactive with CFT Teams Make Weekly Reviews and Milestone Tracking
4. Budget & Cost Management ( Monitor Project Cost ,Tracking and Identify CR Opportunities)
6. Design change change adjustment and progress management, manufacturing Standard Management , 7. Risk & Issue Management ( Identify technical, commercial, and operational risks.
9. Interaction with Overseas Companies and make the progress management

### **REQUIREMENTS**

Knowledge Hindi/English/Kannada

Year's of experience Min 6 -8& Above

Language Hindi/English/Kannada

Qualification B.E /B, Tech

INTERACTION Internal External

6. Strong understanding of automotive supply chains, OEM and Quotation Analysis - Prepare the final Sales Quotation

3. Strong in Handling Quotation , Negotiation & - APR -(Annual Price Reduction activity )

4. Track sales performance metrics, forecasts, and key performance indicators (KPIs)- Drive CR Activity Professional APQP / PPAP processes, Engineering change management, Risk management ,Project Management Personal Team Building Player 7. Excellent negotiation, communication, and relationship-building skill 8. Create and deliver compelling sales presentations and proposals to potential clients. 9. On hand experience in Soft Skills - MS Office ,IATF Knowledge is key Advantage R

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Company Description