PR/110445 | Asst Manager - Sales

Job Information

Recruiter
JAC Recruitment India

Job ID
1599538

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 – Assistant Manager (Sales)

- **Business Development**
  - Identify and pursue new business opportunities to drive revenue growth.
  - Develop and maintain strong relationships with clients.
- **Customer Relationship Management**
  - Build and sustain long-term relationships with customers.
  - Resolve customer issues and ensure high levels of satisfaction.
- **Sales Operations**
  - Handle strong negotiation, quotation, and APR (Annual Price Reduction) activities.

  - Track sales performance metrics, forecasts, and key performance indicators (KPIs).
  - Drive cost-reduction initiatives (CR activity).
- **Cross-functional Collaboration**
  - Work closely with marketing, product, and engineering teams to meet customer requirements.
  - Ensure smooth coordination between internal stakeholders.
- **Process Improvement**
  - Continuously improve sales processes to enhance efficiency and effectiveness.
- **Technical & Industry Expertise**
  - Demonstrate understanding of automotive supply chains, OEMs, and quotation analysis.
  - Prepare final sales quotations.
- **Communication & Presentation**
  - Create and deliver compelling sales presentations and proposals to clients.
- **Strategy & Execution**
  - Develop and implement business development strategies aligned with company objectives.
- **Networking & Representation**
  - Participate in industry events, conferences, and networking activities.
  - Represent the company to expand market presence.
- **Additional Value**
  - Knowledge of Toyota handling & IATF standards is an advantage.
  - Hands-on experience in MS Office, project management, and presentation preparation.

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Company Description