



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

July 24th, 2026 02:00

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