

PR/110484 | Officer- Sales Accounting

Job Information

Recruiter
JAC Recruitment India

Job ID
1599563

Industry
Other (Trade)

Job Type
Permanent Full-time

Location
India

Salary
Negotiable, based on experience

Refreshed
October 30th, 2026 14:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Essential Responsibilities

- Conduct research to identify new markets & customers' needs.
- Prospect and create relationship with existing/new customers and manufacturers.
- Audits evaluations for manufacturers/suppliers and processes to understand their capability for export market.
- Analysing figures (extracting, consolidating, and interpreting data, plan v/s actual achievement).
- Develop a growth strategy focused on both financial gain & customer satisfaction.
- Promoting potential partners products by addressing objectives to the prospective customers.
- Work with diverse, multi culture teams/countries.

Experience & Requirements:

- Proven 5~7 years of experience in business development [Automotive industry]
- Strong communication and presentation skills.
- Marketing knowledge and negotiation skills.
- Knowledge on Imports and exports operations.
- Ability to work in fast pace & dynamic environment.
- Understanding marketing dynamics and business judgement.
- Ability to review contract (purchase/Sales), ensuring adherence to law established rules.
- guidelines.

Software Skills: Proficient in Microsoft Office

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Company Description