



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

June 26th, 2026 11:26

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

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