



PR/110504 | Manager / Senior Manager

Job Information

Recruiter

JAC Recruitment India

Job ID

1600928

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

August 18th, 2026 02:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position: Manager / Senior Manager-steel & metal sectors.**Division:** Energy, Mineral Resources and Recycling**Location:** Mumbai**Qualifications:** University graduate from premier institute.**Experience:** Minimum working experience of 8~10 years

About the company

A leading global company in trading. headquartered in Japan, with operations supporting customers across India and international markets. The organization provides services including steel, Energy, Mineral Resources and Recycling.

About the role:

- Trading experience with knowledge (Domestic and import/export) in steel & metal sectors.
- Experienced in supply chain development in any material industry.
- Research Institute with outside Field work (Wood Mackenzie)
- Connection with Steel industry, Automobile.
- Preferable to have connection with Government for above industries.

Key Responsibilities: Our activities are consisted of mainly three parts, and candidate will be highly involved in all three activities if joining our team.

Research

- Collaborate with Business Unit to identify project specific needs and objectives.
- Conduct in-depth research on market trends, competition, and new opportunities related to Business division.
- Collate data, statistics, and information on various topics in relevant industries.
- Analyse and synthesize research findings into clear and concise reports, summaries, and presentations.
- Present findings to the Business Unit and provide suggestions based on the research.
- Stay updated on industry trends and developments to ensure accurate and relevant information.

Trading

- Procurement and sales of ferrous and non-ferrous scrap (domestic and global trading)
- Management of logistics, quality, and contractual operations for import/export
- Development of supply chains and sourcing networks

Development

- Identify and approach potential business partners, clients, and stakeholders to expand our network along with Business division. Build and maintain relationships with existing and prospective clients.
- Lead investment origination and approval processes, including preparation of investment proposals and coordination with headquarters
- Manage client relationships and negotiations, acting as a key interface across stakeholders
- Drive value creation at portfolio companies, including supply chain development and new business initiatives.

Knowledge, Skills, and Competencies:

- Trade Activity (Domestic / Export & Import)
- Research ability from various sources.
- Detail-oriented with analytical and solution / problem solving skills.
- Excellent written and verbal communication skills.
- Proficiency in Microsoft Word, Excel, PowerPoint, and AI productivity tools (e.g., ChatGPT).

Personal Style and Behaviour:

- Demonstrates curiousness and eagerness to explore new industries, markets, and business opportunities.
- Ability to work independently and manage multiple projects simultaneously.
- Resilient and able to learn from setbacks with a positive and constructive attitude.

- Open-minded, self-motivated, a strong work ethic and enthusiasm for change.
- An excellent team player with positive attitude and risk management mindset.
- Takes ownership and responsibility for tasks and outcomes.
- Self-motivated, quick learner and ability to work effectively in a multicultural environment and adapt to Japanese business practices.
- Quick to learn and comfortable working in a multicultural environment, including collaboration with Japanese colleagues and business practices.
- Punctuality and effective in managing time and priorities.
- Proactive in reporting, communication, and stakeholder consultation, particularly when addressing risks, challenges, or unfavorable outcomes.

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Company Description