



PR/110590 | Raw Materials & Machinery

Job Information

Recruiter

JAC Recruitment India

Job ID

1604943

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 13:00

General Requirements

Minimum Experience Level

Over 6 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

Position: Deputy Manager-Raw Materials & Machinery

Location: Vijayanagar

Qualification: Bachelor's degree in engineering (Preferably Mechanical / Metallurgy) / MBA in operations

Experience Required: 5-10 years

Looking for candidate who have good experience in Machinery division with Steel industry

JOB SUMMARY:

Raw Materials & Machinery business in India. We are engaged in the sales of spare parts for steel mills and actively expanding business into new industrial sectors beyond steel industry. While maintaining pace of growth and strengthening our own function, especially we will increase the business on domestic to promote the localization of spare parts that have

been imported from Japan.

To accelerate customer expansion and enhance our local supply capabilities, we are strengthening our on-site sales activities. This position will play a key role in executing our business strategy and driving further growth in the region.

MAJOR DUTIES AND RESPONSIBILITIES:

General

1. Understand trading business & code of conduct
2. Understanding of Machineries business,
3. Be familiar with Organization structure in Japan, India, Singapore, Australia and other business associate countries.

Sales related:

1. Learn product categories already being offered/sold to India and other potential products which can be offered
2. Conduct market research to identify selling possibilities and evaluate
3. Meeting regularly with customers to understand their requirements, lead generations and converting them into Business
4. Techno-commercial offer preparation for the customers
5. Negotiate to finalize orders with support of Head Quarter
6. New sales development, at either current customers or at new customers in cooperation with the India, Japan and Global RM Machinery team
7. Become one of single points of contact for the Vijayanagar and other south Mills
8. Developing pricing strategies, value selling proposition to achieve customer satisfaction
9. Coordinate internally and with customers to achieve 100% delivery compliance
10. Understand demand-supply statistics, competition supplies and how can differentiate to get edge over others
11. Build and nurture Key Account Relationships with client connects in Procurement as well as Maintenance/Operation team of clients in the Steel and related Sector and build credibility.
12. Track Rolling mill rolls, bearings, spindles target lives Vs Ours Vs Others
13. Profit management against Budget
14. Understanding of contract management
15. Understanding of export/import documents like LC, BL, Invoice, COO, COA etc.
16. Delivery management, payment follow up with customers
17. Maintaining healthy customer & supplier relationships
18. Handling claims /complaints from customers /suppliers for satisfactory resolution
19. Analysis & sharing the Export /Import data with Market Intelligence
20. Domestic sales, good understanding of documentation like Invoice, Packing list, E-way bill, COO, COA
21. Weekly report updating
22. Timely reconciliation with customers

OTHER DUTIES & RESPONSIBILITIES:

1. Develop excellent relationships with Key personnel within India as well as the HQ in Japan, and other overseas

offices

2. Ensure prompt responses to Customers and Suppliers
3. Thorough checking all Export and Import documents before submission.
4. Consistent feedback to India management from the East market to decide future strategy
5. Expense control & management
6. Business travel as per company requirements
7. Other duties as assigned.

Experience & Skill

1. Experience of steel industry, knowledge of steel making.
2. Excellent communication skills
3. Well versed with MS office and excel
4. Experience in sales and marketing of Engineering products
5. Knowledge of international trade
6. Team-building expertise
7. Japanese trading firm or other trading MNC experience

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Company Description