



PR/110608 | Manager- Delhi

Job Information

Recruiter

JAC Recruitment India

Job ID

1605550

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

August 18th, 2026 05:00

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

Job Purpose- To drive business growth and expand the market presence of MCI's Semiconductor Materials Business, while also supporting advanced materials and ICT solutions by identifying new business opportunities, developing strategic partnerships, and promoting products with semiconductor manufacturers, OSATs and related stakeholders. The role is responsible for formulating growth strategies, analysing market trends, and establishing a sustainable business foundation aligned with the company's long-term objectives.

Main Duties and Responsibilities

- Lead business development and market expansion for MCI's Semiconductor Materials Business in India.
- Drive business expansion of Mitsui's back-grinding tape, dicing tape and thermal release tape in semiconductor packaging applications.
- Build and maintain relationships with semiconductor manufacturers, OSATs, and FABs in India to identify opportunities for Mitsui Chemicals' product portfolio.

- Respond promptly to customer inquiries, technical discussions, business requirements, and project-related requests from semiconductor manufacturers and OSATs.
- Develop and execute business strategies aligned with the organization's long-term growth objectives.
- Conduct market intelligence and industry analysis to identify trends, customer needs and emerging business opportunities in global and regional markets.
- Build and strengthen relationships with customers, partners, and key stakeholders to expand MCI's presence in target industries.
- Support in driving business growth for MCI's ICT Solution materials, including TPX, Hizex, Million, APEL, and Hi-Wax.
- Lead market penetration initiatives and develop tailored solutions to address customer requirements and maximize business potential.
- Monitor technological advancements and industry developments to support strategic decision-making and business expansion.
- Prepare business plans, market assessments, and growth initiatives to achieve revenue and profitability targets.

Qualification:

Minimum B.Tech/ B.E in Polymer/Chemicals

MBA-Marketing will be added advantage

Strong communication, presentation and customer coordination skills are required.

Experience:

Minimum 10 years' experience in business development, sales, marketing, or strategic planning, preferably in semiconductor , electronics materials, chemicals, packaging or industrial products.

Experience of working with Japanese companies or Japanese business culture will be preferred but is not mandatory.

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Company Description