



PR/110652 | AM- Sales and Marketing

Job Information

Recruiter[JAC Recruitment India](#)**Job ID**

1607683

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

August 18th, 2026 10:30

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

Key Responsibilities

Sales Planning & Business Development

- Develop and execute sales plans to achieve revenue and business growth targets.
- Prepare sales forecasts, budgets, and market analysis reports.
- Monitor sales performance and identify opportunities for business expansion.

Customer Relationship Management

- Manage key customer accounts and maintain strong relationships with OEM customers.

- Lead customer discussions, commercial negotiations, and business reviews.
- Handle escalations and effectively manage high-pressure customer situations.

Sales Performance Monitoring

- Compare actual sales performance against budgets and targets.
- Analyze variances and implement corrective actions to ensure achievement of business objectives.
- Prepare periodic MIS, sales reports, and performance dashboards.

Team Leadership & Coordination

- Delegate responsibilities effectively and monitor team performance.
- Guide, coach, and support team members to improve productivity and capability.
- Drive internal discussions and coordinate with cross-functional teams for timely execution.

Costing & Commercial Management

- Understand product costing, pricing structures, and profitability analysis.
- Support quotation preparation and commercial negotiations with customers.
- Ensure sustainable margins while meeting customer expectations.

Key Skills & Competencies

- Excellent Communication and Presentation Skills
- Strong Leadership and Team Management Abilities
- Customer Handling & Negotiation Skills
- Sales Planning, Forecasting & Analytical Skills
- Coaching and Team Development
- Commercial Acumen with Product Costing Understanding
- Advanced MS Excel Skills (Data Analysis, Reporting, Pivot Tables, VLOOKUP, etc.)
- Problem-Solving and Decision-Making Capability
- Ability to work under pressure and meet challenging targets

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Company Description