

PR/110660 | Deputy Manager- Sales and Project Management

Job Information

Recruiter
JAC Recruitment India

Job ID
1607691

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
India

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 02:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Key Roles and Responsibilities for Sales

1. Identify and pursue new business opportunities to support revenue growth and expand the customer base.
2. Build and maintain strong relationships with key customers, including MSIL and Toyota, while ensuring high levels of customer satisfaction.
3. Manage customer communication, resolve conflicts effectively, and support long-term business partnerships.
4. Prepare, review, and finalize sales quotations in coordination with internal stakeholders.
5. Handle quotation analysis, negotiation activities, and Annual Price Reduction (APR) discussions with customers.
6. Track sales performance metrics, forecasts, key performance indicators (KPIs), and customer requirement activities.
7. Apply strong commercial knowledge in product costing, pricing evaluation, strategy preparation, and customer negotiations.

8. Demonstrate a strong understanding of automotive supply chains, OEM requirements, and project-related commercial processes.

9. Create and deliver professional sales presentations and proposals for prospective and existing customers.

10. Provide leadership, ownership, and direction to team members to ensure effective execution of sales and project management activities.

Key Roles and Responsibilities for Project Management

1. Plan and execute projects by creating, maintaining, and monitoring detailed project schedules.

2. Manage projects from concept/design stage through SOP (Start of Production), ensuring timely completion of all key deliverables.

3. Coordinate with cross-functional teams (CFTs), conduct weekly reviews, and track project milestones to ensure alignment and progress.

4. Monitor project budgets and costs, track expenses, and identify cost reduction (CR) opportunities.

5. Prepare and maintain BOMs, manage BOM revisions, support milestone tracking, production preparation, and trial parts management.

6. Manage design changes, track progress, and ensure alignment with manufacturing standards and process requirements.

7. Identify, assess, and manage technical, commercial, and operational risks and issues throughout the project lifecycle.

8. Manage customer delivery requirements and coordinate logistics activities to ensure timely and accurate delivery.

9. Coordinate with overseas companies to track project progress, resolve concerns, and ensure smooth execution.

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Company Description