



PR/110135 | Bilingual Sales & Marketing

Job Information

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

1609421

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 11:12

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

We are looking for the first local employee in their India subsidiary/Japanese leading manufacturer of automotive seat components who will primarily lead sales and marketing activities.

■ Market Research & Customer Pipeline Development

- Conduct market research on automotive OEMs, Tier-1, Tier-2 suppliers, and interior components manufacturers.
- Identify potential customers across India, with a focus on Aurangabad and Pune.
- Gather information on customer product needs, purchasing processes, and relevant local regulations.

■ New Customer Outreach

- Conduct regular visits to existing partner companies.
- Schedule appointments with potential customers via phone and email.
- Develop sales narratives based on factory setup possibilities, supply capabilities, and product strengths.

■ Product Explanation & Technical Proposals

- Explain specifications and advantages of seat springs and interior components.
- Compare customer's current parts with our products and propose cost-reduction options.
- Coordinate with the Japan technical team, including translation and alignment of drawings and technical documents.

■ Quotation, Price Negotiation & RFQ Handling

- Respond to RFQ inquiries and collect required information from customers.
- Coordinate quotation details with the Japan headquarters and the Thailand plant.
- Handle price negotiations, delivery schedules, and verification of commercial and logistics schemes.

■ Business Travel

- Travel across India while being based in Aurangabad.
- Participate in factory visits, supplier assessments, and customer meetings.

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Company Description