



## PR/110767 | AM / DM - OEM Sales

### Job Information

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

1614184

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

September 22nd, 2026 10:32

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Roles and responsibilities: -

- Develop and maintain relationships with Automotive OEMs customers with focus on MSIL.
- Identify new business opportunities and generate leads for business expansion.
- Handle enquiries, RFQs (Request for Quotation), and commercial discussions with customers.
- Prepare techno-commercial proposals and negotiate pricing within company guidelines.
- Work towards achieving monthly, quarterly, and annual sales targets.
- Provide customer-specific solutions based on application requirements in coordination with Production Engineering and other technical teams
- Track development activities from RFQ stage to SOP (Start of Production).

- Participate in price negotiations, annual rate contracts, and cost discussions.
- Support sales forecasting and business planning exercises.
- Support APQP activities and new product launches.
- Proficiency in MS Office and knowledge of IATF standards.
- Hands-on experience in SAP or any other ERP system is required.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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## Company Description