

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
November 17th, 2026 15:00

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.

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Company Description