



PR/110777 | Sr. Executive- Sales

Job Information

Recruiter

JAC Recruitment India

Job ID

1614188

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

September 22nd, 2026 10:32

General Requirements

Minimum Experience Level

Over 6 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

COMPANY OVERVIEW-

It is a global trading and supply chain company specializing in steel products and a wide range of industrial materials and services.

MAJOR DUTIES AND RESPONSIBILITIES:

Sales related:

1. Learn product categories already being offered/sold to India and other potential products which can be offered

2. Conduct market research to identify selling possibilities and evaluate
3. **Meeting regularly with customers** to understand their requirements, lead generations and converting them into Business
4. **Techno-commercial offer** preparation for the customers
5. Negotiate to finalize orders with support of Japan, Australia, Singapore offices
6. Take initiatives for the domestic business
7. **New sales development**, at either current customers or at new customers in cooperation with the India, Japan and Global team
8. **Manage business independently** for the assigned customer accounts
9. **Developing pricing strategies, value selling proposition to achieve customer satisfaction**
10. Coordinate internally and with customers to achieve 100% delivery compliance
11. Understand demand-supply statistics, competition supplies and how JFE Shoji can differentiate to get edge over others
12. **Build and nurture Key Account Relationships** with client connects in Procurement as well as Maintenance/Operation team of clients in the Steel and related Sector, and build credibility
13. **Track consumptions of Ferro Alloys, our market share and competition /market intelligence**
14. Profit management against Budget
15. Understanding of contract management
16. Understanding of export/import documents like LC, BL, Invoice, COO, COA etc
17. Delivery management, payment follow up with customers
18. Maintaining healthy customer & supplier relationships
19. Handling claims /complaints from customers /suppliers for satisfactory resolution
20. Analysis & sharing the Export /Import data with Market Intelligence
21. Domestic sales, good understanding of documentation like Invoice, Packing list, E-way bill, COO, COA
22. Weekly report updating
23. Timely reconciliation with customers.

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Company Description