

PR/110808 | Business Development Officer

Job Information

Recruiter
JAC Recruitment India

Job ID
1614590

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
India

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 13:00

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

Company Overview- It is a leading Japanese manufacturer of printing inks, packaging materials, pigments, coatings, adhesives, and functional materials.

Job Overview- It is a BRM (Business Relationship Management) role, technically the ideal candidate should have a strong technical and customer-facing background.

Job Responsibilities-

1. Collaboration with Brand Owners (BOs):

- Build and nurture strong relationships with Brand Owners to understand their requirements across inks, plastic colorants, Coatings and Adhesives.

1. Create awareness among BO s for TIID products and offerings.
2. Offer technical insights and support throughout the product development lifecycle.

2. Industry Representation & Networking:

- Represent the company at industry conferences, trade shows, and networking events focused on TIID products.

1. Stay informed on market trends, competitor activities, and emerging technologies.

3. Strategic Roadmap Contribution:

- Support the development of strategic roadmaps by contributing market insights and BO feedback.

1. Conduct market analysis to identify growth opportunities and mitigate risks.

4. Technical Liaison for BO Challenges:

- Act as a bridge between BOs and the R&D/Technical teams to translate challenges into actionable development goals.

1. Guide technical teams in crafting effective solutions to address BO-specific issues.

5. Innovation & Problem Solving:

- Collaborate with cross-functional teams to identify and resolve technical challenges during product development.

1. Apply problem-solving skills to ensure timely and high-quality delivery of solutions.

6. Customized Product Development:

- Work closely with BOs to gather detailed specifications for tailored product development.

Candidate Profile:

- Experience: 5+ years in product development with Packaging background with profound knowledge on ink, coatings, and plastic colorants.

1. Skills: Strong communication, technical understanding, stakeholder management, and strategic thinking.

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Company Description