

PR/110842 | Sr. Executive- Sales

Job Information

Recruiter
JAC Recruitment India

Job ID
1616896

Industry
Other (Trade)

Job Type
Permanent Full-time

Location
India

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 06:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Basic Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Job Summary:

We are seeking an experienced OEM Sales Representative to join our team. The ideal candidate will be responsible for developing and managing business relationships with OEM customers, identifying new business opportunities, and achieving sales targets. This role requires a strong understanding of technical products, excellent communication skills, and the ability to align customer needs with our product offerings.

Key Responsibilities:

- Identify and develop new OEM customer accounts and business opportunities.
- Manage and grow existing OEM customer relationships.
- Understand customer requirements and work with engineering/technical teams to provide customized solutions.
- Negotiate pricing, terms, and conditions within established guidelines.

- Prepare and deliver technical presentations and proposals.
- Track and report on sales performance, forecasts, and market trends.
- Attend industry trade shows, conferences, and customer meetings.
- Collaborate with internal departments such as logistics to ensure customer satisfaction.

Requirements:

- Bachelor’s degree in engineering, or a related field.
- Strong technical aptitude and ability to understand complex products.
- Excellent negotiation, communication, and interpersonal skills.
- Self-motivated with strong organizational and time-management skills.
- Proficient in Microsoft Office Suite.
- Willingness to travel as required.

Experience of 5-8 years.

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