

PR/110853 | Exe

Job Information

Recruiter
JAC Recruitment India

Job ID
1616904

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
India

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 06:00

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

Roles and responsibilities:-

▪ Utilize the SAP Sales and Distribution (SD) module to support sales operations and order management.

▪ Manage and maintain the customer portal, ensuring accurate and timely updates.
▪ Review and validate weekly and monthly sales forecasts for submission to the management team.
▪ Drive new business development across existing and prospective customers, including quotation preparation and price negotiations.
▪ Prepare annual budgets and support long-term business planning.
▪ Conduct regular customer visits to strengthen relationships and demonstrate HLAI's commitment to long-term business partnerships.
▪ Manage the complete RFQ process through quotation submission.
▪ Monitor price movements arising from foreign exchange fluctuations, raw-material costs, and engineering change notices (ECNs).
▪ Perform pricing calculations, forecasting, and sales trend analysis to support commercial decisions.
▪ Lead commercial negotiations with customers to achieve mutually beneficial outcomes.
▪ Address and resolve queries from key customers, including Maruti, Honda, Nissan, Isuzu, and TKM.
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.

Privacy Policy Link: https://www.jac-recruitment.in/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.in/terms-of-use

Company Description