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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

October 13th, 2026 11:08

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.
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Company Description