

PR/110883 | DGM Sales-Spares, Lubricants

Job Information

Recruiter
JAC Recruitment India

Job ID
1619235

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
India

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 10:17

General Requirements

Minimum Experience Level
Over 10 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

Designation- DGM Sales-Spares, Lubricants

Location- Chennai

Requisition Description:

The DGM – Sales Accessories and Lubricant is responsible for developing and executing sales strategies to meet organizational revenue targets and profitability goals for spare parts. This role involves leading a large team, optimizing inventory turnover, building strong client relationships, and managing supplier/vendor relations
Roles and Responsibilities

Sales & Revenue Strategy, Accessories and Lubricant Team Leadership, Inventory Optimization, Customer Relationship Management, Profitability Management, Vendor Coordination, Performance Reporting, Parts Distributor Management, Accessories Development and sales, Lube Development and sales, Dealer Management System.

Skills

Leadership, Technical Skills: Proficiency in ERP systems, inventory management software, and MS Office Suite.
Competencies: Strong negotiation, analytical, and interpersonal skills, Data Analytics.

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Company Description