

PR/110899 | Assistant Manager / Deputy Manager - Sales & Business Development

Job Information

Recruiter
JAC Recruitment India

Job ID
1621249

Industry
Other (Trade)

Job Type
Permanent Full-time

Location
India

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 11:04

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

Company Overview: Once of the leading Japanese trading company.

Job Overview: The role will support and drive business development, CDMO opportunities, and trading activities across fine chemicals, specialty chemicals, minerals, inorganic chemicals, and organic chemicals. The candidate will be responsible for managing customer and supplier relationships, identifying new business opportunities, supporting commercial negotiations, and executing international trade transactions.

Job Responsibilities:

- Business Development & Sales:

    1. Identify and develop new business opportunities in fine chemicals, specialty chemicals, minerals, inorganic chemicals, and organic chemicals.

2. Handling some of the existing business of chemicals and fine chemicals, including ongoing discussion.
3. Support CDMO (Contract Development & Manufacturing Organization) business development activities.
4. Develop and maintain relationships with overseas and domestic customers, suppliers, and group companies.
5. Conduct market research and identify new products, principals, and business partners.
6. Prepare business proposals, pricing strategies, and commercial offers.

- Trading & Commercial Operations:
  1. Manage import/export transactions and international trade activities.
  2. Coordinate with overseas offices, customers, suppliers, logistics providers, and regulatory authorities.
  3. Negotiate commercial terms and close trading deals.
  4. Monitor order execution, shipment schedules, inventory, and payment collection.
- Revenue & Risk Management:
  1. Drive sales growth and profitability of assigned products and business segments.
  2. Manage commercial risks including credit, logistics, supply chain, and pricing risks.
  3. Monitor market trends, raw material movements, competitor activities, and regulatory developments.
  4. Ensure compliance with company policies and trade regulations.
- Relationship Management:
  1. Build strong relationships with customers, suppliers, and strategic partners.
  2. Represent the company during customer visits, supplier meetings, exhibitions, and industry events.
  3. Support long-term partnership development and strategic account management.

Job Requirments:

- Looking for B.Sc. / M.Sc. / bachelor’s degree in chemical engineering / business-related degree such as an MBA having 7+ years of experience into sales & business development from fine chemicals, specialty chemicals, inorganic chemicals, organic chemicals, minerals, or chemical intermediates.
- Knowledge of the chemical fiber and textile industry is an advantage, but not mandatory
- Strong communication, negotiation, and relationship-building skills.
- Ability to work with global customers and suppliers across different cultures.
- Commercial mindset with strong analytical and problem-solving abilities.
- Understanding of Japanese business culture and working style is highly preferred.
- Previous experience working in a Japanese company is an advantage.
- Candidates without such experience should demonstrate a mindset and willingness to understand and adapt to Japanese business practices.
- Positive and proactive attitude toward business development.
- High level of responsibility, integrity, and professionalism.
- Strong communication and relationship-building skills.
- Ability to work across functions and cultures.
- Commercial mindset with a focus on long-term business growth.
- Flexibility to travel frequently and engage with customers and suppliers globally.

- Open-minded and willing to learn new products, industries, and business models.

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