

PR/110901 | Marketing Manager

Job Information

Recruiter
JAC Recruitment India

Job ID
1621250

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 6 years

Career Level
Mid Career

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Role Overview:

We are looking for an experienced and result-oriented Marketing Manager to develop and expand our B2B customer base across India. The candidate will be responsible for identifying new business opportunities, developing relationships with industrial customers, generating enquiries, managing the sales pipeline and increasing the company's market presence in the nickel alloy and specialty metals segment. This is a hands-on B2B marketing role, requiring a strong combination of market development, customer acquisition, relationship management and commercial / technical understanding.

Key Responsibilities:

- Identify and acquire new customers across India through calls, emails, meetings and visits.
- Develop relationships with procurement, purchase, engineering, project and production teams.
- Target OEMs, EPC companies, fabricators, engineering companies and industrial end users.

- Generate enquiries, follow up quotations and convert opportunities into orders.
- Develop existing accounts and generate repeat / higher-value business.
- Identify new industries, applications and geographic markets for nickel alloys.
- customer database, sales pipeline, forecasts and regular management reports.
- Coordinate with sales, purchase, inventory and logistics teams for smooth order execution.
- Build market intelligence on competitors, pricing, demand and customer requirements.

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