

PR/110933 | Sales Associate

Job Information

Recruiter
JAC Recruitment India

Job ID
1621798

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
India

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 11:22

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Basic Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Key Responsibilities

- Identify and develop new business opportunities in the automotive industry.
- Build and maintain strong relationships with OEMs and Tier-1 suppliers.
- Generate inquiries, prepare quotations, negotiate commercial terms, and close sales deals.
- Coordinate with customers and suppliers regarding product specifications, samples, pricing, and deliveries.
- Conduct regular customer visits and understand customer requirements.
- Track market trends, competitor activities, and new business opportunities
- Collaborate with internal teams and management to achieve business targets.

Required Experience

- 3 to 8 years of experience in B2B Sales or Business Development.

- Experience in Automotive Components, Wire Harness, Connectors, Electrical Components, Electronic Components, or Industrial Products.
- Strong customer-facing, negotiation, and relationship management skills.
- Experience in handling OEMs and Tier-1 automotive customers is preferred.

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Company Description