

PR/110955 | Assistant Manager / Deputy Manager- Sales and Marketing

Job Information

Recruiter
JAC Recruitment India

Job ID
1623973

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
India

Salary
Negotiable, based on experience

Refreshed
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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

Key Responsibilities

- Develop new customers in South India.
- Visit customers regularly and build strong relationships.
- Identify project opportunities, expansion plans, replacement needs, service needs, and spare parts opportunities.
- Understand customer technical requirements and communicate them accurately to internal teams.
- Prepare customer visit reports, enquiry summaries, MOM, and action trackers.
- Coordinate with internal teams for technical clarification and quotation preparation.
- Follow up quotations and support order conversion.
- Maintain customer database and sales pipeline.

- Track market trends, competitor information, customer investment plans, and replacement demand.
- Support exhibitions, seminars, and promotional activities.
- Coordinate with service team for customer issues when required.
- Report weekly sales activities and opportunities to management.

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Company Description