



PR/109290 | Senior Marketing Engineer (Electronic Component)

募集職種

人材紹介会社

ジェイエイシーリクルートメントインド

求人ID

1541948

業種

電力・ガス・水道

雇用形態

正社員

勤務地

インド

給与

経験考慮の上、応相談

更新日

2025年06月17日 22:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Position: Senior Marketing Engineer (Electronic Component)

Location: Bangalore

Japanese Trading Electric Company

ESSENTIAL RESPONSIBILITIES

- Experience: 5-10 years' experience
- Responsible and handle the operations in INDIA region. Implement plans to ensure marketing activities are carried out efficiently.
- Monitor the marketing activities by HRS and distributors are carried out effectively and reported regularly.
- Ensure the marketing target and objectives of product promotions are met.
- Ensure the marketing target and objectives to the distributors are met.

- Prepare and conduct regular product training to distributors. Coordinate and provide directions for meetings and private shows at the customer's location.
- Provide regular updates on industrial/market/customer situation.
- Provide regular updates on competitors' situation.
- Assess strength, quality, and effectiveness of our Distributors, and recommend changes, enhancements and alternatives required.
- Visit customers and distributors on a regular weekly basis.
- Perform marketing activities and create more opportunities for HRS products, by yourself and together with distributors.
- Submit weekly visit/activity plans, at least 1 week before.
- Submit weekly reports on the activities done.

SUPPLEMENTAL RESPONSIBILITIES

- Lead and participate in decision making.
- Be proactive, and not reactive.
- Implement PDCA system for all sales/marketing activities – Plan, Do, Check and Action.
- Review current staffing and organizational structures and recommend new more effective structures to achieve growth objectives in Field Sales and Distribution organizations.
- Assume leadership role and/or provide support for special projects, as required.

COMMUNICATION AND INTERFACE

- Maintain a strong and on-going communication with management of parent company and establish efficient and effective marketing operations in INDIA region.
- Provide directions to all direct reports to be proactive and not reactive.
- Develop a solid interaction throughout the organization at all levels.

PROBLEM SOLVING AND JUDGEMENT

Handle all facets of the business (customer issues or problems at all levels) both standard and non- standard situations.

PHYSICAL CONDITIONS

- Requires eye-hand coordination, listening-hearing ability, speaking-communication skills.
- Requires driving, walking, standing, sitting.
- Travel both domestic and international.

Employees must perform approximately 80% of essential responsibilities to qualify for classification in this position. The marginal functions of this position have not been included. This job description in no way implies that these are the only duties to be performed. An employee will be required to follow any other job-related duties required by the manager.