



PR/109298 | Distributor Sales – Bangalore

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

1541954

業種

その他（商社）

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05月20日 13:58

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

Location: Bangalore

Department: Distribution Sales.

Company Overview : Murata Manufacturing Co., Ltd. is a global leader in the design and manufacture of innovative electronic components and solutions. With a strong focus on advancing technologies for the automotive, industrial, telecommunications, and consumer electronics industries, Murata is at the forefront of developing cutting-edge products such as capacitors, sensors, inductors, and modules that enable the connected world of tomorrow. Our commitment to excellence and sustainability drives us to deliver high-performance solutions that meet the dynamic needs of our customers worldwide.

Job Summary: Murata Manufacturing is seeking 2 to 5 years of experience to join our dynamic team in the Distribution sales.

- This role will be responsible for driving business growth by identifying new opportunities, fostering relationships with key automotive OEMs, Tier 1 suppliers, and engineering teams, and leveraging Murata's leading-edge electronic components to provide tailored solutions.
- The ideal candidate will possess a technical background in engineering, a deep understanding of the Electronics industry, and the ability to translate customer requirements into effective business and product solutions.

- Key Responsibilities. Strategic Sales:
 - o Develop and maintain strong relationships with channel partners to drive sales growth.
 - o Identify, target, and develop new business opportunities in OEMs, Tier 1 suppliers, and emerging Domains.
 - o Utilize Murata's innovative electronic components and technologies (such as sensors, capacitors, and power modules) to address automotive customer needs.
 - o Work closely with the sales and engineering teams to create and implement strategies that drive business growth.
 - o Lise with Internal and Chanel partner team to Promote Murata components at customer locations. •
- Technical Consultation & Client Relationship Management:
 - o Act as the primary technical liaison for customers, helping them to solve complex engineering challenges using Murata's products.
 - o Develop and present technical proposals, product demonstrations, and customized solutions to automotive clients, ensuring that Murata's products meet the technical specifications and business needs.
 - o Build long-term relationships with key decision-makers and stakeholders, ensuring high levels of customer satisfaction and repeat business.
- Market Intelligence & Competitive Positioning:
 - o Monitor given industry trends, technological innovations, and competitive activities to identify opportunities for Murata to expand its market presence.
 - o Analyse market demands, regulatory changes, and customer pain points to provide valuable insights to the internal product development and management teams.
 - o Contribute to Murata's positioning as a leader in automotive electronics by identifying emerging opportunities in sectors such as electric and autonomous vehicles, ADAS (Advanced Driver Assistance Systems), and connectivity solutions. •
- Cross-functional Collaboration & Product Development:
 - o Collaborate with internal teams (engineering, R&D, and product management) to ensure that automotive solutions are aligned with customer needs and industry standards.
 - o Provide feedback on product features, design requirements, and new technologies that can be incorporated into future product roadmaps.
 - o Support the launch of new products by working with the marketing and product teams to ensure effective go-to-market strategies and customer communications.
- Project Management & Support:
 - o Oversee the successful delivery of automotive projects, ensuring that timelines, budgets, and customer specifications are met.
 - o Assist with technical troubleshooting and provide ongoing support to clients during product implementation and integration.
 - o Manage project milestones, coordinate resources, and ensure cross-functional alignment for successful project execution.
- Educational Background: A bachelor's degree in engineering (Mechanical, Electrical, Automotive, or related field). A master's degree in engineering or business administration is a plus.
- Experience:
 - o 2 to 5 years of experience in business development, sales engineering, or technical consulting with Sales Experience. electronics industries will be added advantage.
 - o Proven experience in managing client relationships and driving business opportunities in a technical sales environment