



PR/109534 | DGM -Spare Parts Business Management

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

1553384

業種

その他（メーカー）

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07月29日 10:57

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

Purpose of the Role

To spearhead strategic planning, execution, and promotion of parts sales across distribution networks, retail shops, and e-commerce channels. Lead both Head Office and field coordination teams to drive profitability and market presence in the automotive spare parts domain.

Key Responsibilities

- Develop and implement parts sales strategies across distributor networks, retail outlets (including Blue Square shops), and online platforms
- Lead Head Office planning initiatives and coordinate field-level sales teams for streamlined execution
- Design and launch effective sales schemes and promotions for spare parts and lubricants
- Monitor profitability, analyze performance, and generate actionable insights to optimize sales outcomes
- Collaborate with marketing and CRM teams to enhance customer engagement and loyalty
- Drive business development initiatives to expand market reach and open market penetration

Qualifications & Experience

- Bachelor's degree (preferably in business, engineering, or related field)
- 15–20 years of experience in automobile parts sales, including leadership roles in distributor and retail networks

Required ExpertiseIn-Depth Knowledge

- Spare parts & lube sales
- Sales promotion strategies
- Distributor management and network planning
- Profitability analysis and performance metrics

Technical Skills

- Sales Management
- Strategic Planning
- CRM & Digital Marketing tools

Soft Skills

- Strong communication and interpersonal skills
- Team leadership and mentoring
- Adaptability and continuous learning mindset

Core Competencies

- Inventory and open market sales proficiency
- Analytical thinking and data-driven decision-making
- Customer-first attitude with problem-solving flair

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会社説明