RGF HR Agent India

Japanese machine parts company × Korean sales representative

Jobs in India that make use of Korean!

募集職種

人材紹介会社
RGF Select India Pvt. Ltd

求人ID
1555045

業種
電気・電子・半導体

雇用形態
正社員

勤務地
インド, Chennai

給与
650万円 ~ 900万円

勤務時間
9:00-18:30 Mon-Fri

休日・休暇
Saturday, Sunday + paid leave

更新日
2026年10月26日 00:00

応募必要条件

職務経験
10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
無し

その他言語
韓国語 - 流暢レベル

最終学歴
大学卒： 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

To lead and coordinate sales and business development activities with Automobile Vendor Development teams (both India and Korea) to secure new and existing wiring harness business for our company. The role requires strong cross-cultural communication, technical sales experience in the automotive wiring harness industry, and proactive coordination with both Indian and Korean stakeholders.
Key Responsibilities:

- Business Development
Lead business development initiatives with Korean Automobile company teams to win new wiring harness projects.
-Monitor and track Korean Automobile company RFQ (Request for Quotation) activities and work with internal CFT to ensure timely and competitive proposals.
-Establish and maintain strong relationships with Korean Automobile company's Vendor Development, Purchase, and Engineering teams.
Technical & Commercial Support
-Coordinate with our engineering, costing, and project management teams to align product proposals with Korean Automobile company expectations.
-Provide commercial leadership in negotiations, including target pricing, EBIT management, and profitability analysis.
-Understand and communicate Korean Automobile company's business KPIs, timelines, and technical requirements to our teams.
-Korean Automobile company VAATZ portal Knowledge on E-bidding RFQ's module, EO, etc..
Cross-Cultural Communication
-Act as the bridge between our counterparts, ensuring clarity of communication and timely escalation of critical issues.
-Interpret and support meetings, documentation, and reviews where Korean language and business etiquette is required (including Hyundai/KIA Design Reviews).
-Support Korean customer visits, audits, and reviews in India.
Strategic Account Management
-Support long-term strategy planning with Korean Automobile company as a key account.
-Monitor competitor activity and suggest strategic countermeasures.
-Identify opportunities for localization, cost-down, and VA/VE initiatives.

スキル・資格

-Over 10 years of sales experience in mechanical parts or automotive parts
-Business-level proficiency in English
-Native-level or higher proficiency in Korean
-Ability to perform duties while valuing teamwork

-Experience in the automotive industry
-Work experience in India or other overseas locations

会社説明