



PR/109670 | Distributor Sales – Delhi

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

1559286

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09月23日 11:10

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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. Required Qualifications
- 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

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明