



PR/109905 | NPD- Manager

#### 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

1569029

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

2026年02月10日 15:00

#### 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

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

**Job Title:**  
**New Product Development (NPD) & Design Manager**

#### Position Summary

The NPD & Design Manager drives innovation from concept to production readiness. This role leads cross-functional coordination with sales, planning, production, quality, and customers to ensure new product designs are feasible, manufacturable, profitable, and delivered on time. The position also supports market growth, customer relationships, and revenue targets.

#### Key Responsibilities

- Product & Process Innovation**
  - Design innovative production techniques and support existing techniques for new design rollouts.
  - Generate ideas for new products and research feasibility in terms of profitability, resources, and compliance.
  - Maintain complete development history and documentation throughout the NPD process.
  - Produce new jobs in sample cutter to support and guide production at project start.

#### 2. Cross-Functional Coordination

- Coordinate with Sales & Planning for order details and forecasting.
- Work with QC/QA for job/process approval and quality standards.

- Coordinate with Production Planner/Scheduler for workflow and lead times.
- Ensure customer requirements are clearly communicated to production and QA teams.

### **3. Customer & Market Management**

- Establish and maintain customer relationships to ensure high satisfaction.
- Engage customers for quotations, first article approval, pilot lot, and mass production transition.
- Identify revenue opportunities, achieve monthly order booking targets, and explore new markets.
- Manage customer complaints and resolve issues with corrective actions and management communication.

### **4. Documentation & Compliance**

- Prepare and maintain data, files, and records per company and ISO9001 procedures.
- Review FMEA, control plans, countermeasures, and critical parameters for new parts.
- Ensure accuracy in drawings, BOMs, design changes, and project meeting records.

### **5. Leadership & Team Support**

- Lead and mentor junior designers and cross-functional resources.
- Provide performance expectations, evaluations, and day-to-day direction.
- Train juniors on design fundamentals, costing, drawings, BOM accuracy, and procedure compliance.
- Resolve issues independently and deliver in-depth analysis.

### **6. Sales & Business Development**

- Maintain current customer relationships and identify potential new customers.
- Conduct sales visits, competitor and market intelligence reporting.
- Negotiate to secure favorable terms and company advantage.
- Support company revenue and profitability through new product introductions.

### **7. Management Interaction**

- Report project status, challenges, competitor intelligence, and opportunities to top management.
- Follow additional instructions from Managing Director as required.

### **Required Skills & Competencies**

- ✓ Excellent understanding of customer needs
- ✓ Strong knowledge of engineering drawings, manufacturing processes, and Bill of Materials (BOM)
- ✓ Customer relationship and sales coordination skills
- ✓ Strong communication, interpersonal, presentation, and facilitation skills
- ✓ Negotiation, influencing, and problem-solving skills
- ✓ Result-oriented, quality-focused with high accountability and dependability
- ✓ Ability to work cross-functionally and lead teams

**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