



## PR/110046 | Senior Sales Executive

## 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

1575588

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03日 12:07

## 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

流暢

日本語レベル

基礎会話レベル

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

## Role Overview

The **Senior Sales Executive** will be responsible for driving business growth through effective sales strategies, strong client engagement, and proactive market outreach. This role includes managing key accounts, exploring new business opportunities across India, and supporting strategic initiatives such as the launch of a new manufacturing facility. The ideal candidate is dynamic, target-driven, and adaptable, with the ability to collaborate in a multicultural environment, including direct reporting to Japanese leadership.

## Key Responsibilities

1. Client Relationship Management
  - Maintain regular communication with new and existing clients to understand requirements and ensure sustained customer satisfaction.
  - Build and nurture long-term relationships with key accounts and strategic partners.
  - Address customer queries, concerns, and feedback promptly and professionally.

## 2. Sales Performance &amp; Revenue Management

- Achieve monthly, quarterly, and annual sales targets.
- Monitor sales performance metrics and prepare accurate sales forecasts.
- Manage pricing negotiations, develop proposals, and finalize sales agreements.

## 3. Market Research &amp; Reporting

- Conduct market research to assess industry trends, competitor activities, and emerging opportunities.
- Prepare analytical reports and professional presentations tailored for Japanese expatriate leadership.
- Provide strategic insights to support business planning and decision-making.

**4. New Business Development**

- Identify, qualify, and engage potential clients across India.
- Execute outreach through cold calls, networking, industry events, and referrals.
- Develop and implement business development strategies to expand market presence.

**5. Support for New Manufacturing Facility Launch**

- Assist in customer communication, market alignment, and project coordination for the upcoming manufacturing facility.
- Collaborate with cross-functional teams to ensure operational readiness and seamless customer onboarding.

**6. Business Travel**

- Travel extensively across India to meet clients, participate in business events, and support on-site customer requirements.

**Required Qualifications & Skills**

- Bachelor's degree in Business, Marketing, Engineering, or related fields (MBA preferred).
- **4-8 years** of experience in **B2B sales**, preferably within manufacturing, automotive, industrial, or engineering sectors.
- Strong communication, negotiation, and presentation skills.
- Ability to analyze data and prepare professional reports with clear insights.
- Experience working with Japanese clients or multinational environments is an advantage.
- Strong relationship-building and problem-solving capabilities.
- Willingness to travel frequently across India.

**Key Attributes**

- Self-motivated, proactive, and target-oriented.
- High cultural adaptability, particularly in a Japanese work environment.
- Excellent time management and organizational skills.
- Dependable, detail-oriented, and capable of working independently.

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会社説明