



## PR/110066 | 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

1577546

#### 業種

その他（メーカー）

#### 雇用形態

正社員

#### 勤務地

東京都 23区

#### 給与

経験考慮の上、応相談

#### 更新日

2026年02月10日 10:17

### 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

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

#### Role Summary

We are seeking a proactive, independent, and growth-driven **Sales Professional** with strong communication and stakeholder-management skills. This role is not limited to closing contracts—you will also contribute to **future business expansion**, including identifying new business models, revenue opportunities, and strategic market development. You will manage both **new client acquisition** and **existing customer support**, ensuring long-term relationship success and sustainable business growth.

#### Key Responsibilities1) New Client Acquisition (Hunting)

- Identify, target, and acquire new B2B clients across domestic and international markets
- Develop and execute account entry strategies, lead generation plans, and sales pipelines
- Conduct product/solution presentations, client meetings (virtual & in-person), and negotiate terms
- Prepare proposals/quotations and support contract finalization

#### 2) Account Management & Relationship Building

- Maintain strong customer relationships to ensure satisfaction and repeat business
- Collaborate with internal teams (production, quality, logistics) to meet customer requirements
- Support commercial discussions and contribute to long-term account growth

#### 3) Troubleshooting & Issue Handling

- Serve as the primary point of contact for customer concerns and escalations
- Coordinate with internal stakeholders to resolve issues promptly and communicate updates
- Assist in root-cause alignment with internal teams and rebuild customer confidence

#### 4) Business Expansion & Strategic Development

- Propose and evaluate new revenue streams, business models, and partnership opportunities
- Gather and analyze market intelligence (pricing trends, competitor activity, customer feedback)
- Identify expansion opportunities within ASEAN and Japan-based customer ecosystems
- Support leadership in building a scalable go-to-market strategy during the startup phase

#### 5) Reporting & Coordination

- Provide regular updates to the Indian Factory Manager on pipeline status, travel plans, customer progress, risks, and forecasts
- Maintain CRM documentation, pipeline records, and sales activity reports

#### Required Qualifications

- Minimum **3 years of B2B Sales experience** (manufacturing/industrial preferred)
- Strong communication, negotiation, and stakeholder management capabilities
- Willingness to travel frequently, including international travel
- Proven ability to independently manage end-to-end sales cycles
- Comfort working in both **growth-oriented roles** (new client acquisition) and **support roles** (issue resolution)

**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.

Privacy Policy Link: <https://www.jac-recruitment.in/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.in/terms-of-use>

---

会社説明