



## PR/110116 | Sales & Marketing

### 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

1580516

#### 業種

自動車・自動車部品

#### 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04月28日 16:00

### 応募必要条件

#### 職務経験

6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

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

**Company Overview:** A leading Japanese MNC engaged in manufacturing of automotive seat components

**Job Location:** Sambhajnagar, Maharashtra

#### Key Responsibilities:

##### ■ Market Research & Customer Pipeline Development

- Conduct market research on automotive OEMs, Tier-1, Tier-2 suppliers, and interior components manufacturers.
- Identify potential customers across India, with a focus on Aurangabad and Pune.
- Gather information on customer product needs, purchasing processes, and relevant local regulations.

##### ■ New Customer Outreach

- Conduct regular visits to existing partner companies.
- Schedule appointments with potential customers via phone and email.
- Develop sales narratives based on factory setup possibilities, supply capabilities, and product strengths.

■ Product Explanation & Technical Proposals

- Explain specifications and advantages of seat and interior components.
- Compare customer's current parts with our products and propose cost-reduction options.
- Coordinate with the Japan technical team, including translation and alignment of drawings and technical documents.

■ Quotation, Price Negotiation & RFQ Handling

- Respond to RFQ inquiries and collect required information from customers.
- Coordinate quotation details with the Japan headquarters.
- Handle price negotiations, delivery schedules, and verification of commercial and logistics schemes.

■ Business Travel

- Travel across India while being based in Aurangabad.
- Participate in factory visits, supplier assessments, and customer meetings.

**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