



## PR/110125 | Senior Executive- Sales and 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

1580521

#### 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03月17日 03:00

### 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

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 Summary

The Sales Executive is responsible for daily customer visits, generating new business opportunities, preparing quotations, and coordinating order processing and dispatches. The role involves monitoring distributor performance, addressing customer enquiries, and ensuring exceptional service to build long-term customer relationships. Success in this role requires strong communication skills, technical understanding, and the ability to collaborate effectively to achieve sales targets.

#### Key Responsibilities

- Conduct daily customer visits and generate sales leads within the assigned territory.
- Prepare and submit quotations; negotiate pricing and payment terms, and address technical queries to secure orders.
- Raise RFQs and coordinate special pricing approvals to support target achievement.
- Ensure timely follow-up on new leads and ongoing opportunities.
- Track purchase orders and support the preparation of OPR sheets while adhering to MOQ requirements for stock orders.
- Coordinate dispatch schedules and work closely with operations and logistics teams to ensure timely deliveries.
- Liaise with the Finance team regarding payment status and related processes.
- Collaborate with the Internal Sales team on invoicing, delivery coordination, and billing activities.
- Work with Inside Sales for lead management and follow-up activities.
- Maintain detailed records of customer visits and enquiries using the Sales Force CRM system.

- Submit regular sales activity reports to management.
- Build and nurture strong relationships with customers and distributors.
- Represent the company at trade shows and exhibitions to promote products and services.
- Provide technical support to customers when required.
- Monitor distributor performance in terms of sales activities and customer enquiries.
- Submit timely weekly/monthly sales reports.
- Continuously upgrade product knowledge and stay updated on industry trends, competitors, and market developments.

**Requirements**

- Bachelor's Degree in Engineering (Mechanical preferred) – **mandatory**.
- Fluency in English (spoken and written) and proficiency in the regional language of the assigned location.
- Background in Sales & Marketing with strong communication skills.
- Proficiency in MS Office and MS Excel.
- Must own a two-wheeler for daily field visits.
- Prior experience in the Mechanical Industry is preferred.
- Candidates with experience in Machine Tools, Capital Goods, Robotics & Automation, Application Engineering, or Sales Engineering will be given preference.

**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