



PR/110215 | Executive / Sr Executive – Marketing (Cutting Tools / Machine Tools)-
Gurgaon

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

1585856

業種

その他（商社）

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06月16日 13:01

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

基礎会話レベル

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 Description – Executive / Sr Executive – Marketing (Cutting Tools / Machine Tools)

Position Overview

We are seeking an experienced Technical Marketing Professional with strong expertise in cutting tools / machine tools and manufacturing process knowledge. The ideal candidate will leverage 8–12 years of industry experience to drive sales growth, provide technical solutions to customers, and support channel partners to achieve business targets.

Key Responsibilities

- Promote and sell cutting tools, machine tools, and related solutions.
- Prepare quotations, negotiate pricing, and finalize commercial terms.

- Conduct customer visits to understand machining requirements and recommend optimized solutions.
- Conduct regular visits to existing and new customers, identify needs, and build long-term relationships.
- Propose optimal machine tools and options based on customers' machining requirements and production conditions.
- Provide technical support including application trials, cutting parameter selection, and productivity improvement guidance.
- Build and manage relationships with dealers, provide training, and support them with sales strategies and KPIs.
- Monitor sales performance and ensure achievement of assigned regional targets.
- Collect market intelligence: competitor analysis, technology trends, and customer investment plans.
- Support marketing activities such as exhibitions, technical seminars, and open house events.
- Work closely with production / application teams to provide customized solutions.
- Required Skills & Experience
- 8–12 years' experience in cutting tools / machine tools sales and application engineering.
- Strong knowledge of machining processes, CNC machines, jigs & fixtures, tooling selection, and manufacturing productivity improvement.
- Experience in proposal preparation, CNC operation, and application trials.
- Proficiency in Microsoft Word, Excel & PowerPoint.
- Language: English & Hindi
- Good communication, negotiation, and customer-handling ability.
- Ability to travel extensively and manage dealer networks effectively.

Technical Knowledge – Marketing

- Strong technical understanding of cutting tools, machining processes.
- Ability to convert technical benefits into commercial value propositions for customers.
- Experience in product positioning, competitor analysis, pricing strategy, and customer requirement mapping.
- Capable of planning marketing activities, promotional campaigns, exhibitions, and product training.
- Skilled in preparing technical presentations, case studies, ROI justification, and performance comparison reports.

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会社説明