



PR/110292 | Business Development Manager

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

1599445

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07月10日 22:00

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

Position:- Assistant Manager – Business Development

Role Overview

The role is responsible for supporting business expansion initiatives through a combination of strategic marketing research and sales activities for products in the Indian market. The position contributes to both the growth of existing businesses and the development of new business opportunities.

Key Responsibilities

Promote and support the sales of products by engaging with customers, understanding requirements and converting opportunities into business orders.

Support the expansion of existing businesses and development of new business opportunities through structured marketing research and analysis.

Respond to research requests from Japan by delivering accurate, timely, and actionable outputs within defined deadlines.

Conduct detailed market research on products, technologies, and industry trends relevant to the Indian market and provide insights to support strategic decision-making.

Identify potential customers, business partners, and market opportunities through proactive outreach, meetings (online and in-person), and follow-ups.

Facilitate business discussions and collaborations, including supporting

agreements such as NDAs and progressing opportunities to the business consideration stage.

Develop and propose new business ideas and models tailored to the Indian market, focusing on scalability, affordability, and alignment with emerging trends.

Participate in exhibitions, trade shows, and industry events to generate leads, enhance market presence, and gather competitive intelligence.

Collect, organize, and disseminate market intelligence and business information gathered from research, customer interactions, and industry activities, ensuring it is effectively maintained as an internal knowledge asset.

Key Skills:

Business Development & Sales Skill

Exceptional analytical, strategic and logical thinking abilities.

Information Gathering Ability

Great capacity to understand and relay complex data across industries.

Ability to Construct Scenarios Based on Hypotheses

Curiosity and passion for various topics

Ability to build relationships with customers.

Continuous Improvement Mindset (Kaizen)

Qualifications & Experience

More than 3 years of experience in marketing research, business development, or sales

Experience in B2B sales, industrial products, or manufacturing industry is preferred.

Exposure to international coordination, preferably with Japanese companies, is an added advantage.

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会社説明