



PR/110442 | Manager Sales

### 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  
1599535

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 20:00

### 応募必要条件

職務経験  
10年以上

キャリアレベル  
中途経験者レベル

英語レベル  
ネイティブ

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

Department & Designation: Manager Sales

Location: Bangalore

Experience: 10 – 15+ years in Robotics / industrial automation / factory automation (FA)

Educational Qualification: Bachelor's degree in engineering, Mechanical, or a related field

Job Description:

#### 1. Sales & Business Development

- Drive B2B sales of industrial robots and automation solutions

- Identify and acquire new customers across manufacturing sectors (automotive, electronics, general industry, etc.)

## 2. Solution Selling

- Understand customer production challenges and propose tailored automation solutions
- Collaborate with engineering teams to design proposals
- Deliver value-based and ROI-driven sales presentations

## 3. Market Development

- Analyse market trends and competitor landscape
- Develop new industry segments and use cases
- Build and manage channel partners (system integrators, distributors)

## 4. Customer & Stakeholder Management

- Build relationships with CXOs, Plant Heads, and procurement teams
- Coordinate with Japan HQ and global partners
- Follow up on projects and ensure successful deal closure

## 5. Internal Coordination

- Work closely with technical, marketing, and operations teams
- Maintain CRM, sales forecasts, and reporting
- Experience selling to manufacturing / factory environments (automotive, electronics, industrial, etc.)

**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