



PR/110445 | Asst 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

1599538

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06月26日 11:25

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

Roles & Responsibilities – Assistant Manager (Sales)

• Business Development

- Identify and pursue new business opportunities to drive revenue growth.
- Develop and maintain strong relationships with clients.

• Customer Relationship Management

- Build and sustain long-term relationships with customers.
- Resolve customer issues and ensure high levels of satisfaction.

• Sales Operations

- Handle strong negotiation, quotation, and APR (Annual Price Reduction) activities.

- Track sales performance metrics, forecasts, and key performance indicators (KPIs).
- Drive cost-reduction initiatives (CR activity).
- **Cross-functional Collaboration**
 - Work closely with marketing, product, and engineering teams to meet customer requirements.
 - Ensure smooth coordination between internal stakeholders.
- **Process Improvement**
 - Continuously improve sales processes to enhance efficiency and effectiveness.
- **Technical & Industry Expertise**
 - Demonstrate understanding of automotive supply chains, OEMs, and quotation analysis.
 - Prepare final sales quotations.
- **Communication & Presentation**
 - Create and deliver compelling sales presentations and proposals to clients.
- **Strategy & Execution**
 - Develop and implement business development strategies aligned with company objectives.
- **Networking & Representation**
 - Participate in industry events, conferences, and networking activities.
 - Represent the company to expand market presence.
- **Additional Value**
 - Knowledge of Toyota handling & IATF standards is an advantage.
 - Hands-on experience in MS Office, project management, and presentation preparation.

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会社説明