



PR/110652 | AM- 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

1607683

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08月18日 10:30

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

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

Key Responsibilities

Sales Planning & Business Development

- Develop and execute sales plans to achieve revenue and business growth targets.
- Prepare sales forecasts, budgets, and market analysis reports.
- Monitor sales performance and identify opportunities for business expansion.

Customer Relationship Management

- Manage key customer accounts and maintain strong relationships with OEM customers.

- Lead customer discussions, commercial negotiations, and business reviews.
- Handle escalations and effectively manage high-pressure customer situations.

Sales Performance Monitoring

- Compare actual sales performance against budgets and targets.
- Analyze variances and implement corrective actions to ensure achievement of business objectives.
- Prepare periodic MIS, sales reports, and performance dashboards.

Team Leadership & Coordination

- Delegate responsibilities effectively and monitor team performance.
- Guide, coach, and support team members to improve productivity and capability.
- Drive internal discussions and coordinate with cross-functional teams for timely execution.

Costing & Commercial Management

- Understand product costing, pricing structures, and profitability analysis.
- Support quotation preparation and commercial negotiations with customers.
- Ensure sustainable margins while meeting customer expectations.

Key Skills & Competencies

- Excellent Communication and Presentation Skills
- Strong Leadership and Team Management Abilities
- Customer Handling & Negotiation Skills
- Sales Planning, Forecasting & Analytical Skills
- Coaching and Team Development
- Commercial Acumen with Product Costing Understanding
- Advanced MS Excel Skills (Data Analysis, Reporting, Pivot Tables, VLOOKUP, etc.)
- Problem-Solving and Decision-Making Capability
- Ability to work under pressure and meet challenging targets

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