

PR/110660 | Deputy Manager- Sales and Project Management

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
1607691

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11月24日 02:00

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

Key Roles and Responsibilities for Sales

1. Identify and pursue new business opportunities to support revenue growth and expand the customer base.
2. Build and maintain strong relationships with key customers, including MSIL and Toyota, while ensuring high levels of customer satisfaction.
3. Manage customer communication, resolve conflicts effectively, and support long-term business partnerships.
4. Prepare, review, and finalize sales quotations in coordination with internal stakeholders.
5. Handle quotation analysis, negotiation activities, and Annual Price Reduction (APR) discussions with customers.
6. Track sales performance metrics, forecasts, key performance indicators (KPIs), and customer requirement activities.
7. Apply strong commercial knowledge in product costing, pricing evaluation, strategy preparation, and customer negotiations.

8. Demonstrate a strong understanding of automotive supply chains, OEM requirements, and project-related commercial processes.

9. Create and deliver professional sales presentations and proposals for prospective and existing customers.

10. Provide leadership, ownership, and direction to team members to ensure effective execution of sales and project management activities.

Key Roles and Responsibilities for Project Management

1. Plan and execute projects by creating, maintaining, and monitoring detailed project schedules.

2. Manage projects from concept/design stage through SOP (Start of Production), ensuring timely completion of all key deliverables.

3. Coordinate with cross-functional teams (CFTs), conduct weekly reviews, and track project milestones to ensure alignment and progress.

4. Monitor project budgets and costs, track expenses, and identify cost reduction (CR) opportunities.

5. Prepare and maintain BOMs, manage BOM revisions, support milestone tracking, production preparation, and trial parts management.

6. Manage design changes, track progress, and ensure alignment with manufacturing standards and process requirements.

7. Identify, assess, and manage technical, commercial, and operational risks and issues throughout the project lifecycle.

8. Manage customer delivery requirements and coordinate logistics activities to ensure timely and accurate delivery.

9. Coordinate with overseas companies to track project progress, resolve concerns, and ensure smooth execution.

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会社説明