



PR/110135 | Bilingual Sales & 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

1609421

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25日 11:12

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

流暢

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

We are looking for the first local employee in their India subsidiary/Japanese leading manufacturer of automotive seat components who will primarily lead sales and marketing activities.

■ Market Research & Customer Pipeline Development

- Conduct market research on automotive OEMs, Tier-1, Tier-2 suppliers, and interior components manufacturers.
- Identify potential customers across India, with a focus on Aurangabad and Pune.
- Gather information on customer product needs, purchasing processes, and relevant local regulations.

■ New Customer Outreach

- Conduct regular visits to existing partner companies.
- Schedule appointments with potential customers via phone and email.
- Develop sales narratives based on factory setup possibilities, supply capabilities, and product strengths.

■ Product Explanation & Technical Proposals

- Explain specifications and advantages of seat springs and interior components.
- Compare customer's current parts with our products and propose cost-reduction options.
- Coordinate with the Japan technical team, including translation and alignment of drawings and technical documents.

■ Quotation, Price Negotiation & RFQ Handling

- Respond to RFQ inquiries and collect required information from customers.
- Coordinate quotation details with the Japan headquarters and the Thailand plant.
- Handle price negotiations, delivery schedules, and verification of commercial and logistics schemes.

■ Business Travel

- Travel across India while being based in Aurangabad.
- Participate in factory visits, supplier assessments, and customer meetings.

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会社説明