

PR/110767 | AM / DM - OEM 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
1614184

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03日 05:00

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
ビジネス会話レベル

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 and responsibilities: -

- Develop and maintain relationships with Automotive OEMs customers with focus on MSIL.
- Identify new business opportunities and generate leads for business expansion.
- Handle enquiries, RFQs (Request for Quotation), and commercial discussions with customers.
- Prepare techno-commercial proposals and negotiate pricing within company guidelines.
- Work towards achieving monthly, quarterly, and annual sales targets.
- Provide customer-specific solutions based on application requirements in coordination with Production Engineering and other technical teams
- Track development activities from RFQ stage to SOP (Start of Production).

- Participate in price negotiations, annual rate contracts, and cost discussions.
- Support sales forecasting and business planning exercises.
- Support APQP activities and new product launches.
- Proficiency in MS Office and knowledge of IATF standards.
- Hands-on experience in SAP or any other ERP system is required.

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会社説明