



PR/110777 | Sr. Executive- 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

1614188

業種

その他（商社）

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09月22日 10:32

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

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

COMPANY OVERVIEW-

It is a global trading and supply chain company specializing in steel products and a wide range of industrial materials and services.

MAJOR DUTIES AND RESPONSIBILITIES:

Sales related:

1. Learn product categories already being offered/sold to India and other potential products which can be offered

2. Conduct market research to identify selling possibilities and evaluate
3. **Meeting regularly with customers** to understand their requirements, lead generations and converting them into Business
4. **Techno-commercial offer** preparation for the customers
5. Negotiate to finalize orders with support of Japan, Australia, Singapore offices
6. Take initiatives for the domestic business
7. **New sales development**, at either current customers or at new customers in cooperation with the India, Japan and Global team
8. **Manage business independently** for the assigned customer accounts
9. **Developing pricing strategies, value selling proposition to achieve customer satisfaction**
10. Coordinate internally and with customers to achieve 100% delivery compliance
11. Understand demand-supply statistics, competition supplies and how JFE Shoji can differentiate to get edge over others
12. **Build and nurture Key Account Relationships** with client connects in Procurement as well as Maintenance/Operation team of clients in the Steel and related Sector, and build credibility
13. **Track consumptions of Ferro Alloys, our market share and competition /market intelligence**
14. Profit management against Budget
15. Understanding of contract management
16. Understanding of export/import documents like LC, BL, Invoice, COO, COA etc
17. Delivery management, payment follow up with customers
18. Maintaining healthy customer & supplier relationships
19. Handling claims /complaints from customers /suppliers for satisfactory resolution
20. Analysis & sharing the Export /Import data with Market Intelligence
21. Domestic sales, good understanding of documentation like Invoice, Packing list, E-way bill, COO, COA
22. Weekly report updating
23. Timely reconciliation with customers.

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会社説明