

PR/110781 | Machinery Department Manager

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
1614191

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11月03日 05:00

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

Position Summary

As a Machinery Department Manager

This profession specializes in business-to-business technical sales, strategic key-account management, and the execution of large-scale projects within the industrial equipment sector. They possess expertise in managing the full range of machinery products, establishing sustainable and reliable distribution networks, and optimizing procurement processes. They combine strong technical knowledge with a deep understanding of Japanese trading practices. Furthermore, they are skilled at building long-term relationships with industrial clients and successfully negotiating complex supply chain agreements.

Key Responsibilities

1. Business Development

- Drive business expansion for heavy industrial construction machinery (excavators, wheel loaders, cranes, Excavator Undercarriage Parts, Automobile parts, Steel Components /parts, Compressor systems etc. specialized foundation equipment).
- Formulate and execute mid-term trading strategies, identifying upcoming infrastructure and real estate megaprojects.
- Expand market share by securing large fleet supply contracts with major tier-1 construction contractors and rental companies.
- Drive the division's sales targets by acquiring new industrial clients, managing key accounts, and closing high-value machinery contracts.

2. Supply Chain & Trade Operations Oversight

- Oversee end-to-end import/export logistics, customs clearance, shipping documentation, and localized compliance for heavy machinery.
- Coordinate with global manufacturing plants (including Japanese OEMs) regarding production scheduling, technical customization, and delivery timelines.

3. Risk Management & Structured Finance (Crucial for Trading Houses)

- Evaluate financial viability, credit terms, and payment security (Letters of Credit, trade credit insurance) for major capital equipment deals to minimize default risks.
- Handle structured financing packages, equipment leasing arrangements, and localized vendor financing models.

4. Stakeholder & Principal Management

- Maintain high-level reporting and alignment with Japanese management, regional headquarters, and manufacturing partners.
- Build trust-based relationships (Keiretsu/partner mindset) with Japanese corporate accounts operating locally, as well as local conglomerates.

5. Operational and Logistics Oversight

- Supervise the end-to-end order fulfillment process, tracking shipping, customs clearance, warehousing, and final delivery to clients.
- Monitor inventory levels to balance market demand with optimal holding and storage costs.

Requirements & Qualifications

- Education: Bachelor's degree in mechanical / electrical engineering or MBA / B.E from Reputed Govt. Recognized Institute /University.
- Core Competencies: Strong financial acumen (P&L management, trade financing), high resilience, and sharp negotiation tactics.
- Domain Knowledge: Solid technical understanding of industrial machinery, heavy equipment; familiarity with international trade terms and import/export documentation.
- Skills: Excellent negotiation, communication, and client-relationship management skills.
- Travel: Willing to Travel for Sales Call.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明