

PR/110842 | 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
1616896

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10月27日 08:00

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
基礎会話レベル

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

Job Summary:

We are seeking an experienced OEM Sales Representative to join our team. The ideal candidate will be responsible for developing and managing business relationships with OEM customers, identifying new business opportunities, and achieving sales targets. This role requires a strong understanding of technical products, excellent communication skills, and the ability to align customer needs with our product offerings.

Key Responsibilities:

- Identify and develop new OEM customer accounts and business opportunities.
- Manage and grow existing OEM customer relationships.
- Understand customer requirements and work with engineering/technical teams to provide customized solutions.
- Negotiate pricing, terms, and conditions within established guidelines.

- Prepare and deliver technical presentations and proposals.
- Track and report on sales performance, forecasts, and market trends.
- Attend industry trade shows, conferences, and customer meetings.
- Collaborate with internal departments such as logistics to ensure customer satisfaction.

Requirements:

- Bachelor’s degree in engineering, or a related field.
- Strong technical aptitude and ability to understand complex products.
- Excellent negotiation, communication, and interpersonal skills.
- Self-motivated with strong organizational and time-management skills.
- Proficient in Microsoft Office Suite.
- Willingness to travel as required.

Experience of 5-8 years.

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