

PR/110853 | Exe

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
1616904

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10月27日 08:00

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
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:-

▪ Utilize the SAP Sales and Distribution (SD) module to support sales operations and order management.

▪ Manage and maintain the customer portal, ensuring accurate and timely updates.
▪ Review and validate weekly and monthly sales forecasts for submission to the management team.
▪ Drive new business development across existing and prospective customers, including quotation preparation and price negotiations.
▪ Prepare annual budgets and support long-term business planning.
▪ Conduct regular customer visits to strengthen relationships and demonstrate HLAI’s commitment to long-term business partnerships.
▪ Manage the complete RFQ process through quotation submission.
▪ Monitor price movements arising from foreign exchange fluctuations, raw-material costs, and engineering change notices (ECNs).
▪ Perform pricing calculations, forecasting, and sales trend analysis to support commercial decisions.
▪ Lead commercial negotiations with customers to achieve mutually beneficial outcomes.
▪ Address and resolve queries from key customers, including Maruti, Honda, Nissan, Isuzu, and TKM.
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