

PR/110876 | Sales Assistant 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
1618496

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 10:00

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

- Develop and maintain strong relationships with customers to ensure long-term business partnerships and high levels of customer satisfaction.
- Monitor market trends and competitor activities, providing timely insights and feedback to management to support business strategy.
- Coordinate with cross-functional teams to ensure customer delivery requirements are met in full and on schedule.
- Review and analyze customer forecasts, identifying demand fluctuations and reporting significant increases or decreases to management.
- Support inventory optimization by analyzing forecast data and implementing measures to minimize excess inventory and dead stock.
- Prepare procurement plans based on customer demand forecasts and delivery schedules, and communicate requirements to relevant departments.

- Drive business growth by identifying opportunities to increase sales with existing customers.
- Collaborate with customers and internal stakeholders to address and resolve payment-related issues.
- Identify, evaluate, and develop new business opportunities to expand the customer base and increase revenue.
- Conduct due diligence on prospective customers by assessing financial stability, payment practices, tax compliance, professionalism, and business potential, and provide recommendations to management.
- Create and manage customer sales orders in accordance with approved purchase orders and contractual agreements.
- Generate and coordinate internal production orders based on customer orders and delivery requirements.
- Organize and coordinate customer visits, factory tours, and VIP visits, ensuring a professional representation of the organization.
- Prepare and manage Requests for Quotation (RFQs) in accordance with customer and business requirements.
- Support design and development activities by coordinating customer requirements and facilitating communication between stakeholders.
- Communicate customer-specific terms, conditions, and requirements to relevant internal departments to ensure alignment and compliance.
- Manage customer concerns and complaints, escalating issues to management when necessary and ensuring timely resolution.
- Lead, mentor, and support sales team members while monitoring and reporting team performance to management.
- Provide documentation, records, and operational support for certification audits and compliance activities, including ISO, FSC, and other applicable standards.
- Maintain accurate customer records, including the creation, review, and updating of Customer Registration Sheets.
- Review customer credit limits in coordination with the Finance/Accounts Department and obtain necessary management approvals.
- Measure customer satisfaction levels, analyze feedback, and implement continuous improvement initiatives to enhance customer experience and service quality.

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会社説明