

PR/110901 | Marketing 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
1621250

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 11:04

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
日常会話レベル

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

Role Overview:

We are looking for an experienced and result-oriented Marketing Manager to develop and expand our B2B customer base across India. The candidate will be responsible for identifying new business opportunities, developing relationships with industrial customers, generating enquiries, managing the sales pipeline and increasing the company's market presence in the nickel alloy and specialty metals segment. This is a hands-on B2B marketing role, requiring a strong combination of market development, customer acquisition, relationship management and commercial / technical understanding.

Key Responsibilities:

- Identify and acquire new customers across India through calls, emails, meetings and visits.
- Develop relationships with procurement, purchase, engineering, project and production teams.
- Target OEMs, EPC companies, fabricators, engineering companies and industrial end users.

- Generate enquiries, follow up quotations and convert opportunities into orders.
- Develop existing accounts and generate repeat / higher-value business.
- Identify new industries, applications and geographic markets for nickel alloys.
- customer database, sales pipeline, forecasts and regular management reports.
- Coordinate with sales, purchase, inventory and logistics teams for smooth order execution.
- Build market intelligence on competitors, pricing, demand and customer requirements.

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