



PR/107989 | Sr. Sales Officer - Bangalore

Job Information

Recruiter

JAC Recruitment India

Job ID

1504672

Industry

Electric Power, Gas, Water

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:06

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position Profile – Sr. Sales Officer

- **Based in Bangalore, India.**

Key Duties & Responsibilities

- As an account owner, to make/maintain relationship with right persons in unknown/known customers in order to get business information
- Candidate should be able to collect basic information (customer organization/role, roadmap, needs, project schedule, share, competitors' information and etc.) from customers and internal organizations/persons.
- To coordinate TOP visitation to enhance the relationship with the customer.
- By listening to needs of customers and understanding it, to optimize the current service and operation in order to reduce error and workload.
- To report what you discussed with customers and internal supporters in our system.
- In report, candidate is required to mention fact and estimation separately to provide right messages.
- To study market information/trend which our clients are focusing on in order to make suitable proposals.
- To have capability to review/analyze result/facts in order to make better idea to take actions.
- Should understand how to work as Harvester sales.
- Based on that understanding, candidate should aim to maximize business chances as whole company.
- Candidate need to understand customer production plan/demand and correctly update it to system.

- Candidate need to be able to analyze the gap data between budget and result of sales amount
- Candidate need to try to recognize SCM(Supply chain map) and VCM(Value chain map)
- Other assignments assign by Section Manager.

Company Description