



PR/108700 | Sales Manager - Automotive components

Job Information

Recruiter

JAC Recruitment India

Job ID

1504769

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:10

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

Job Responsibilities:

- Close Communication With All The Stake Holders .
- RFQ - Quotation Submission - Coordination With MSIL.
- RFQ - business status (award / lost / closed) close communication with MSIL.
- Business Award till Mass Production - Project Tracking (LOI, Tooling PO, ECN Commercial, Event Milestone & Volume Tracking, Actualisation)
- Post Mass Production - Sales Action (RM amendment, price movement sheet, price master sheet, annual nego, ECN impact, re tooling & others etc.)
- Post mass production – coordination with other dept (carv approval, rm & bop supplier concern with MSIL, monthly provision & sales analysis & others etc.)

- Budget Vs Actual Analysis (Sales, Kaizen, Tooling Etc)
- Regular Visit To MSIL- gather information about new project, competition.
- Trend Analysis for RM, Automotive Market
- Cash Flow Management (Payment Monitoring Parts & Tooling)

Qualification and Job Specification

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- Minimum 10 Years & above experience in automotive components Sales & Marketing & handling MSIL.
- B. Tech & M.B.A. (Marketing Preferred)
- Team handling & team building skill
- Problem Solving skill
- Interpersonal skill
- Experience of handling MSIL & MSIL Portal
- Good Communication (Fluent in English)
- Well versed with MS office (Excel & Presentation)
- Experience of ERP (SAP is preferable) & MSIL portal

Company Description