



PR/108685 | Sales - Senior Deputy Manager (automotive LED lighting & lighting component)

Job Information

Recruiter

JAC Recruitment India

Job ID

1513698

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

January 21st, 2025 21:00

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

Designation: Sales - Senior Deputy Manager

Experience-15-18 years

Age-40 or above

Location- Gurgaon

Preference-

1. B-tech electronics & MBA (will be considerable)
2. Male/Female
3. Japanese company experience
4. Similar industry experience (automotive LED lighting & lighting component)
5. Good Business Relationships

Job Description-

- 1.Price Negotiation with Tier 1 and OEM's
- 2.Promotion to Tier 1 and OEMs for all the new products
- 3.Regular visit to key accounts for projects update and to check latest situation

- 4.Regular interaction with R&D for design in (visit R&D guys regularly for pitching our products)
 - 5.Regular interaction with purchase for SOP update and to check forecast
 - 6.Analyzing competitor's situation for preparing pricing strategy and product promotions.
 - 7.Prepare benchmark against competitor products.
 - 8.Work with coordinators for effective delivery alignment based on customers forecast.
 - 9.Regular Communication with HQ team for any current issues, new promotion and further plan of action for key customers
 - 10.Weekly reporting to management for current activities
 - 11.Good communication skills
 - 12.Good command on MS office & Presentation skills.
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Company Description