



PR/108979 | ATMD- Sales Manager

## Job Information

### Recruiter

JAC Recruitment India

### Job ID

1516046

### Industry

Electronics, Semiconductor

### Job Type

Permanent Full-time

### Location

India

### Salary

Negotiable, based on experience

### Refreshed

March 4th, 2025 16:00

## 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

### KEY RESPONSIBILITIES:

- Research and on board new potential partners, understand their business profiles, future plans and convince them for partnerships, that could contribute to the overall growth strategy.
- Manage end-to-end client relationship including pitching, negotiation, contracting, billing/ invoicing, payment collection, result tracking and troubleshooting.
- Analyze data and ensure month on month growth of our merchant business by making decisions on aspects like pricing and coverage.
- Should have understanding of Inventory management and stock liquidation and also has to align supply chain team to ensure the timely dispatch of the stock & coordinate with finance for payments.
- Experience engaging with leadership on business issues with limited oversight.
- Demonstrated influencing skills working with internal and external stakeholders.
- Prepare reports as per management's interest & analyze buy in, sell out every week and take necessary actions to achieve MBO.
- Meeting volume and profit targets and operating within the agreed cost and profit margin framework.
- Monitor purchase order, track deliveries & review.
- Communicate with the concerned department at vendor side, such as operation section, manufacturing, quality assurance and packaging design, to develop the overall attractive product specification

**Skills Required:**

- Experience - 8 to 15 years in the semiconductor Industry (Exp. Of handling Mobile, MCU, memory, camera chip set, will be given preference)
- Education: B.Tech. Electronics. Hands-on experience in Sales & Marketing
- Age bracket - 28 to 38 years

#LI-JACIN

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**Company Description**