



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

January 21st, 2025 10:13

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

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Company Description