



PR/109053 | AM / DM Sales

Job Information

Recruiter
[JAC Recruitment India](#)
Job ID

1521437

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

April 8th, 2025 13:01

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

JD:
Planning, Forecasting, and Meeting Sales and Downstream Business Targets

- Ensure periodic (monthly & quarterly) sales projections—dealer-wise and model-wise for the territory—using seasonality, market trends, pipelines, bulk deals, etc.
- Develop and execute BTL/ATL plans, with a weekly PDCA review mechanism to track results.
- Drive volumes and target achievement (segment-wise and product-wise) through the network and sales team, aiming to achieve the targeted market share for each segment (personal & B2B).

Dealer Management

- Foster and manage dealer relationships through regular interactions, resolving issues, and supporting dealer business with resource allocations—manpower, budgets, activities, etc.

- Implement processes at dealerships, such as managing aging stocks and updating pending follow-ups.
- Ensure adherence to infringement policies within dealerships to improve dealer retention and profitability

Network Expansion

- Ensure compliance with VI norms, manpower availability, productivity, and market share targets.
- Provide updates to the network team on competitive network expansions in the territory and offer insights on our presence.
- Support new dealers closely during their first year of operations, in collaboration with the sales team, and liaise with banks, financiers, government authorities (RTO), vendors, etc.

Company Description