



PR/109096 | Manager / Senior Manager-Energy, Mineral Resources and Recycling

## Job Information

### Recruiter

JAC Recruitment India

### Job ID

1522341

### Industry

Other (Trade)

### Job Type

Permanent Full-time

### Location

India

### Salary

Negotiable, based on experience

### Refreshed

February 18th, 2025 12:42

## 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

**Position: Manager / Senior Manager**

**Division: Energy, Mineral Resources and Recycling**

**Department: Iron ore, Metal Resources, Niobium, Business Development**

**Company overview:** Japanese trading company

### Industry and companies:

- Steel Industry
- Non-Ferrous Industry
- Industrial Minerals Industry
- Material suppliers to the above industry (except trading companies)

**Preference:** Working with following industries

- Ferrous (Steel, Iron ore, Ferroalloys)
- Non-ferrous (Copper, Aluminum)
- Refractories

### Job Purpose

Company aims to double its company value by 2030 and accomplishing its goal through making new profitable business in

India. Energy, Mineral Resources and Recycling division has just started to explore new business avenues and having the competent work force is essential to achieve our goal.

Thus, we look for candidates who can understand our mission and thereby contribute to our goal through current business expansion, new business creation, comprehensive research and business development activity that makes our profit double.

**Key Responsibilities:**

- Communicate in between Suppliers and Consumers for smooth business execution and strengthening relationship. Keep showing our function to both suppliers and customers by making smooth and tight communication with both of the parties. Both friendly attitude to knowing each other and logical way of thinking is necessary for this responsibility.
- Manage pressures from Suppliers side and Customers side. As our biggest supplier is holding 80% market share in India, need to have respect and polite attitude to suppliers even though their request is sometimes demanding. Since customers are Major Indian manufacturer (steel, Copper, Aluminum), need to understand their mindset and manage to coordinate proper discussion to maintain long term relationship between customers and the supplier.
- Explore new items opportunity to make business between India and Overseas.
- Collaborate with Business Unit to identify project specific needs and objectives.
- Conduct in-depth research on market trends, competition, and new opportunities related to Business division.
- Collate data, statistics, and information on various topics in relevant industries.
- Analyse and synthesize research findings into clear and concise reports, summaries, and presentations.
- Present findings to the Business Unit and provide suggestions based on the research.
- Stay updated on industry trends and developments to ensure accurate and relevant information.
- Identify and approach potential business partners, clients, and stakeholders to expand our network along with Business division. Build and maintain relationships with existing and prospective clients.
- Support in developing business strategies.

**Knowledge, Skills, and Competencies:**

- Negotiation skill and knowledge through procurement and/or sales.
- Research ability from various sources.
- Ability to work independently and manage multiple projects simultaneously.
- Excellent written and verbal communication skills.
- Proficient in WORD, EXCEL, POWERPOINT, Chat GPT etc.

**Personal Style and Behavior:**

- Open-minded, self-motivation, a strong work ethic and enthusiasm for change.
- An excellent team player with positive attitude and risk management mindset.
- Ability to take ownership and responsibility.
- Self-motivated, quick learner and flexible to adapt to Japanese way of thinking.
- Strong curiosity and passion for gaining insights in various fields.
- Punctuality and effective time management
- Proactive and mindful with regards to reporting, communication, and consulting with Business Unit especially about negative outcomes.

**Qualifications:** University graduate from premier institute.

**Experience:** Minimum working experience around 10 years (age:30-35 years old) in procurement, sales, new business creation, market research.

Company Description