



PR/109116 | Sr. Executive- Assistant manager- Sales

Job Information

Recruiter

JAC Recruitment India

Job ID

1523227

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

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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: Sr. Executive- Assistant manager- Sales (experience in Industrial automation, machinery, automotive)

Location: Bangalore

Company overview: Japanese trading company

Primary Purpose:

- Working experience in Trading industry
- To help develop new Business opportunities and expand existing Business.
- The Candidate will be responsible for Import / Export, quotation.

Major Accountabilities

1. Handle both domestic sales and export business to achieve sales targets
2. Maintain existing customers and suppliers accounts.
3. Prospect for potential new customers and turn this into increased business.
4. Expedite the resolution of customer problems and complaints to maximize satisfaction.
5. Achieve agreed upon sales targets and outcomes within schedule.
6. Analyse the territory market's potential, track sales and status and reports the same to management.
7. Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.

8. Cold-call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities.
9. Should be capable of analysis and solve various problems in daily business independently.

Experience: Minimum 3 years

Educational Qualification: Graduate

Company Description