



PR/109149 | Sr. Executive or Executive {Gurgaon}

Job Information

Recruiter

JAC Recruitment India

Job ID

1525432

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

March 11th, 2025 10:14

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

Title: Sr. Executive or Executive {Gurgaon}

Job Qualification:

- Experience working in a Japanese company
- Sales experience in industrial products at a manufacturer or trading company (preferably over 2 years)
- Sales experience in the automotive, air conditioning, or home appliance industries.

Job Responsibilities:

- Sales to customers of industrial fittings, electric drivers, etc.
- Management of distributors and conducting training sessions
- User visits in the NCR region
- Discovering new distributors
- Managing exhibitions
- Business training in Japan or Thailand depending on results
- Sales using a personal vehicle is anticipated.
- 70%: Following up with existing client
- 30%: New BD

Expectation: following up existing clients, and at the same time, Nitto Kohki wants to expand business from new local & MNC companies such as TATA or Mahindra

Company Description