



PR/109127 | Assistant Manager Sales

Job Information

Recruiter

JAC Recruitment India

Job ID

1527363

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

March 18th, 2025 11:18

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

Educational Qualification: B. Tech in Electronics & Communication from a Reputed Institute

Years of Experience: 8-10 Years in Semiconductor Distribution Industry

Primary Roles and Responsibilities:

- Sales Responsibility of handling assigned accounts of West region to increase sales and market penetration.
- Exploring new opportunities to increase the Business Revenue and Profit for the company
- Inventory optimization through stock monitoring/ customer's orders etc.
- Account Receivables Management.
- Responsible for controlled coordination of overall supply chain management.
- Responsible to establish effective working relationships with both customers and Vendors.
- MIS Reports on Business/Sales/Forecast Plans
- Lead, coordinate with technical teams and manage sales to ensure full client satisfaction in both pre and post sales activities.
- Preparing and updating simulation sheets as per latest backlogs for customers for order loading and rescheduling.
- Getting approvals as and when required.
- Follow up with PM team to expedite quote process
- Part master creation in UL system

- Actively participate in sales conference / seminars / exhibitions

Company Description