



## PR/109127 | Assistant Manager Sales

### Job Information

**Recruiter**

JAC Recruitment India

**Job ID**

1528585

**Industry**

Electronics, Semiconductor

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

April 22nd, 2025 14:01

### 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

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

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## Company Description