



## PR/108700 | Sales Manager - Automotive components

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントインド

#### 求人ID

1504769

#### 業種

自動車・自動車部品

#### 雇用形態

正社員

#### 勤務地

インド

#### 給与

経験考慮の上、応相談

#### 更新日

2024年11月19日 11:10

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

#### Job Responsibilities:

- Close Communication With All The Stake Holders .
- RFQ - Quotation Submission - Coordination With MSIL.
- RFQ - business status (award / lost / closed) close communication with MSIL.
- Business Award till Mass Production - Project Tracking (LOI, Tooling PO, ECN Commercial, Event Milestone & Volume Tracking, Actualisation)
- Post Mass Production - Sales Action (RM amendment, price movement sheet, price master sheet, annual nego, ECN impact, re tooling & others etc.)
- Post mass production – coordination with other dept (carv approval, rm & bop supplier concern with MSIL, monthly provision & sales analysis & others etc.)

- Budget Vs Actual Analysis (Sales, Kaizen, Tooling Etc)
- Regular Visit To MSIL- gather information about new project, competition.
- Trend Analysis for RM, Automotive Market
- Cash Flow Management (Payment Monitoring Parts & Tooling)

#### **Qualification and Job Specification**

:

- Minimum 10 Years & above experience in automotive components Sales & Marketing & handling MSIL.
- B. Tech & M.B.A. (Marketing Preferred)
- Team handling & team building skill
- Problem Solving skill
- Interpersonal skill
- Experience of handling MSIL & MSIL Portal
- Good Communication (Fluent in English)
- Well versed with MS office (Excel & Presentation)
- Experience of ERP (SAP is preferable) & MSIL portal

---

会社説明