



PR/108493 | Sr. Sales Officer (Sales & Purchase)

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

1507312

業種

その他（商社）

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12月03日 10:17

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 DESCRIPTION

Designation: Sr. Sales Officer (Sales & Purchase)

Location: Bengaluru

Key Responsibilities of the Job:

The incumbent shall work closely with the team members in a cross-functional role and ensure that business goals are achieved as required. The responsibilities shall include but not be limited to:

- Sales & Marketing of Special Steel products (Bars, Wire Rods, Wires, Strips, Powder, Magnets, Forging & Casting components etc.) in India.
- Manage existing key accounts by coordinating with customers as well as HQ in Japan.
- Maintaining all business records of the assigned key accounts.
- Payment tracking and follow-ups with customers for the assigned key accounts.
- Primary & Secondary market research as required for steel products.
- Prepare and submit reports (Customer, product lists, product specific market information etc.) as requested.
- Learn various business compliance requirements (BIS, Ministry of Steel, DGFT, other legal compliances) through On the Job Training and develop related skillset.
- Conducting regular warehouse visits to inspect material quality.

Profile of the Incumbent:

- Age between 28 – 31 Years (Max)
- Experience – Minimum 5 Years
- Industry – Preferably from Steel Trading /Steel Manufacturing/ Automobile
- Function – Sales/Marketing/Procurement
- Qualification – Preferably B. Tech (Mechanical/Any) / MBA but not mandatory
- Basic knowledge of MS Office, especially MS Excel, good overall IT knowledge
- Candidate having experience in dealing with OEM, Tier 1, Tier 2 Automobile component manufacturers will be preferred.
- Prior knowledge of import & export procedure & documentation is good to have but not mandatory
- Can handle extensive domestic travel and manage customer & expats schedule paced
- Can submit deliverables as per deadlines
- Excellent soft skills, a good team player in a hierarchical organization structure
- Strong Communication Skills – both verbal and written
- Sales & Marketing mindset with a Can-Do attitude
- Working experience with a Foreign/Japanese MNC in a fast- environment will be preferred

会社説明