



PR/108919 | Paint Sales Manager

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

1514264

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31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 – Paint sales manager

Location: Gurgaon

Experience: 7+ years

Qualification: Graduate

1. To generate new development activity by discovering new inquiries, new system integrators, and new end users especially in general industry, India automotive OEM, T/1 customers in Pan India, focusing on paint application.
2. To take care of presales activity including generating inquiries, involving commercial activities such as price/payment term negotiation, delivery control, collecting payment and invoicing, focusing on paint application.
3. To build and maintain strong relationship with customers including end user customers, system integrators, other automation related players, distributors, and so on.
4. To undertake such other tasks as may be assigned by seniors.
5. To conduct sales and promotional activities based on the understanding of company budget.
6. To put 100% effort to achieve a challenging annual target of quantity, revenue, profit. (not only existing customers but also new discovering customers), focusing on paint applications.
7. To conduct customer hospitality and being as a main window of customers especially in general industry, T/1 customers in Pan India, focusing on paint applications.
8. To have a timely manner, punctuality, discipline, integrity to work in Kawasaki and respect each other for internal members and external suppliers, customers, system integrators, and partners.

9. To conduct a partner development activity in paint industry market.
10. To support the company by obtaining new ideas of sales such as new partner development proposal, new promotional tools, new digital marketing and so on.
11. To report sales activities in weekly and Monthly follow-up meeting.
12. To collect latest market feedback and customer expectations from market, provide feedback to company and aggressively making sales strategies together.
13. To take an initiative to coordinate sales activities in Pan India focusing on paint applications as a player.
14. Work on sales activities as result-oriented manner and close inquiries by yourself as much as possible.

Requirements: -

1. Having various network and knowledge of paint market especially painting system integrators, gun makers, paint maker, booth maker, peripheral equipment and more.
2. Having various knowledge not only of painting robots, but also of peripheral equipment such as painting equipment and paint supply systems, and more than 7 years of experience and connections in paint industry and market.
3. It is not mandatory but preferable to having working experiences as a sales or project or application manager in robot manufacturer or painting system integrator or painting equipment maker.
4. Having knowledge of paint quality, paint control, and what factors are changing parameters in paint.

会社説明