

Key Account Manager (Manager - Sales)

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We are seeking a dynamic and experienced Key Account Manager to join our team in New Delhi, India. This role will focus on managing and growing relationships with Japanese Original Equipment Manufacturers (OEMs) in the Indian market. The ideal candidate will have a strong background in account management, a deep understanding of the automotive industry, and the ability to navigate cross-cultural business environments.

- Develop and implement strategic account plans for assigned Japanese OEM clients
- Build and maintain strong relationships with key decision-makers within client organizations
- Identify new business opportunities and expand existing accounts
- Collaborate with internal teams to ensure timely delivery of products and services
- Analyze market trends and competitor activities to inform account strategies
- Negotiate contracts and ensure compliance with agreed-upon terms
- Prepare and present regular performance reports to senior management
- Act as the primary point of contact for escalations and issue resolution
- Travel to client sites and industry events regularly

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- Degree in technical, science or business studies
- Minimum of 5 years professional experience, Sales or purchasing expertise required
- Fluency in English (speaking, reading, and writing)
- Strong understanding of the Indian automotive market and industry trends
- Excellent negotiation, communication, and presentation skills
- Proven track record of meeting and exceeding sales targets
- Proficiency in CRM software and Microsoft Office suite
- Experience working in a multinational corporation is a plus
- Knowledge of Japanese business culture and etiquette
- Strong project management skills and attention to detail
- Willingness to travel domestically and internationally as required

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