

Experienced

# Senior Executive

Vision Systems - Samvardhana Motherson Reflectec (SMR) - Noida, India

At Motherson, we're committed to creating long-term jobs and advancing global careers. Featured on TIME's World's Best Companies list, we are a diversified global design, engineering, manufacturing, assembly and logistics specialist, delivering full-system solutions to customers across industries. With a focus on innovation, quality and sustainability, we strive to be a trusted industrialisation partner and an employer that nurtures a diverse, inclusive workplace.

Our Vision Systems division enhances vehicle safety and visibility with high-quality mirrors and advanced camera systems, trusted by major automotive OEMs worldwide. Join us to collaborate with experts, work with cutting-edge technology, and help shape the future of safer, smarter mobility.

## What you'll do

- Develop and maintain strong business relationships with Japanese clients, distributors, and stakeholders.
- Drive sales growth by identifying new opportunities, managing leads, and converting prospects into customers.
- Conduct client meetings, presentations, and negotiations in Japanese and English.
- Translate business proposals, contracts, and communications between Japanese and English.
- Provide cultural insights to strengthen client engagement and ensure smooth cross-cultural communication.
- Collaborate with internal teams (marketing, operations, finance) to deliver customized solutions to Japanese clients.
- Achieve sales targets and contribute to overall business growth in the Japanese market.
- Participate in trade shows, exhibitions, and client visits as required.

## What we are looking for

- Bachelor's degree in business administration, Marketing, International Business, or related field.
- Minimum JLPT N3 level.
- Proven experience (2-5 years) in Sales / Business Development; experience with Japanese clients is highly desirable.
- Strong communication and negotiation skills in both Japanese and English.
- Ability to work independently and collaboratively in a multicultural environment.
- Prior experience in Automotive/ Manufacturing industry.
- Willingness to travel domestically and internationally.

## What we offer

- A competitive salary and range of benefits.
- Be part of a worldwide team with very big challenges ahead, which brings huge development opportunities for people with big career goals.
- If you enjoy working in a fast-paced environment, then look no further.
- We are an equal opportunity employer where inclusion matters; this is evidenced by us being a Disability confident Committed Employer.



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