PR/108313 | Manager, Roboshot Sales (Plastic Injection Molding)

Job Information

Recruiter
JAC Recruitment India

Job ID
1513631

Industry
Other (Trade)

Job Type
Permanent Full-time

Location
India

Salary
Negotiable, based on experience

Refreshed
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General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Job Description: Manager, Roboshot Sales
Location: Bangalore
Experience: 15+ years
Gender: Male
Age- 48 years maximum

Key Accountabilities & Responsibilities
- Responsible for Maintaining and enhancing the market share of XYZ Roboshot (All Electric Plastic Injection Molding Machine/capital equipment, blow molding extrusion/short blasting machine/Air compressor) in the respective Zone.
- Develop the customer relationship and business development with existing customers.
- Develop new markets with customers.
- Collate and analyze market information on Competitor data and sharing of information.
- Improve the product awareness through exhibitions, seminars, road shows etc.
- Ensure timely preparation and reporting of all the sales related MIS.
- Liaison with application team to provide complete solution to customers.

Profile expectation –

- B.E./ B.Tech. and Plastics/Mechanical Background.
- Knowledge of Commercial Sales requirements.
- 15+ years of Capital equipment Sales experience, minimum 10+ years of exposure to Plastic Injection Molding Technology/blow molding extrusion/short blasting machine/Air compressor.
- Excellent organizational skills with the ability to deliver to set deadlines.
- Proficient in MS Office applications.
- Strong interpersonal, report writing and statistical analysis skills.
- Proven ability in multitasking and prioritizing workload.
- Flair to travel extensively, meet creative people in the engineering world.

Company Description