



## PR/108918 | Sales Team Leader

### Job Information

**Recruiter**[JAC Recruitment India](#)**Job ID**

1514263

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

April 22nd, 2025 15:00

### 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:****Job Position:** Sales Team Leader**Educational Qualification:** B.E./B.Tech**Job Location:** Pune**Experience required:**

- Demonstrated experience in Business Development and Sales within the Robotics sector is essential.
- Familiarity with the commercial sales process and its requirements is required.
- Exceptional organizational abilities are necessary to meet established deadlines.
- Strong skills in interpersonal communication, report writing, and statistical analysis are important.
- Proven capacity for multitasking and prioritizing tasks is crucial.

- Willingness to travel frequently and engage with innovative individuals in the engineering field is also expected.

**Roles & Responsibilities:**

- The objective is to stimulate new development initiatives by identifying fresh inquiries, engaging new system integrators, and reaching out to new end users, particularly within the general industry sector, automotive OEMs in India, and Tier 1 customers in the Western market, specifically in Maharashtra and Gujarat.
- Responsibilities include managing presales activities, which encompass generating inquiries, participating in commercial negotiations regarding pricing and payment terms, overseeing delivery processes, and handling payment collection and invoicing.
- It is essential to establish and nurture robust relationships with various stakeholders, including end users, system integrators, other automation industry participants, and distributors.
- Additional tasks may be assigned by senior management as required.
- Sales and promotional activities will be executed in alignment with the company's budgetary constraints.

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**Company Description**