



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

December 31st, 2024 10:16

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