



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

募集職種

人材紹介会社

ジェイエイシーリクルートメントインド

求人ID

1507304

業種

その他（商社）

雇用形態

正社員

勤務地

インド

給与

経験考慮の上、応相談

更新日

2024年12月03日 10:17

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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.
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会社説明