



PR/109512 | Sales-Team Leader (Robots / Robotics Spot).

Job Information

Recruiter

JAC Recruitment India

Job ID

1552445

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

August 5th, 2025 14:00

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

Position: Sales-Team Leader (Robots/Robotics Spot).

Location: Pune

Experience: 4-8 years

Education: B.E./ B. Tech

JOB DESCRIPTION

1. To generate new development activity by discovering new inquiries, new system integrators, and new end users especially in general industry, India automotive OEM, T/1 customers in West market including Maharashtra and Gujarat.
2. To take care of presales activity including generating inquiries, involving commercial activities such as price/payment

term negotiation, delivery control, collecting payment and invoicing.

3. To build and maintain strong relationship with customers including end user customers, system integrators, other automation related players, distributors, and so on.
4. To undertake such other tasks as may be assigned by seniors.
5. To conduct sales and promotional activities based on the understanding of company budget.
6. To put 100% effort to achieve a challenging annual target of quantity, revenue, profit. (not only existing customers but also new discovering customers)
7. To conduct customer hospitality and being as a main window of customers especially in general industry, T/1 customers in West area (Pune and Ahmedabad).
8. To have a timely manner, punctuality, discipline, integrity to work in company and respect each other for internal members and external suppliers, customers, system integrators, and partners.
9. To conduct a partner development activity especially in general industry.
10. To support the company by obtaining new ideas of sales such as new partner development proposal, new promotional tools, new digital marketing and so on.
11. To report sales activities in weekly and Monthly follow-up meeting.
12. To collect latest market feedback and customer expectations from market, provide feedback to company and aggressively making sales strategies together.
13. To take an initiative to coordinate sales activities in Pune and Ahmedabad area as a player.
14. To support office moving activities for Pune Office to create a customer oriented attractive and demonstration and small training centre.
15. To be a leader of Pune office.
16. Work on sales activities as result-oriented manner and close inquiries by yourself as much as possible.

Requirements:

- Education: B.E./ B. Tech with 4~8 years.
- Experience: Proven working experience in Business Development/ Sales in field of Robots/Robotics Spot. Knowledge of Commercial Sales process & requirements. Excellent organizational skills with the ability to deliver to set deadlines. 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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Company Description