



## PR/109812 | Senior Engineer- Sales

### Job Information

**Recruiter**

JAC Recruitment India

**Job ID**

1564963

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

December 9th, 2025 05:00

### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

None

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**Role Objective:**

To drive business growth by identifying new opportunities, promoting robotic and automation solutions, and delivering technically sound and commercially viable proposals. This role acts as a bridge between engineering and sales, ensuring tailored solutions for industrial clients.

**Key Responsibilities:**

- Identify and develop new business opportunities in the manufacturing, robotics, and automation sectors.
- Generate leads, prepare quotations, and convert opportunities into successful orders in line with sales targets.
- Conduct market research to stay updated on industry trends and customer requirements.
- Represent the company at exhibitions, demos, and client presentations to promote solutions.
- Understand customer applications and recommend appropriate robotic or mechatronic solutions.
- Collaborate with internal engineering and application teams to prepare proposals.
- Provide pre-sales technical support, including trials and proof-of-concept demonstrations.
- Ensure smooth execution of orders, coordinate deliveries, and support post-sales activities.
- Maintain accurate records of customer interactions and sales activities (CRM implementation in progress).
- Prepare and submit weekly/monthly sales reports and forecasts.

**Key Skills & Competencies:**

- Strong technical understanding of robotics, sensors, motion control, PLCs, and automation systems.
- Excellent communication, negotiation, and interpersonal skills.
- Self-motivated, target-driven, and customer-centric approach.
- Proficiency in MS Office; familiarity with CRM tools is a plus.

Qualifications & Experience:

- Education: B.E. / B.Tech in Mechatronics, Robotics, Mechanical, Electrical, or Instrumentation.
- Experience: 1–4 years in technical sales, preferably in automation or robotics.
- Preferred Exposure: Experience with industrial robots such as Yaskawa, ABB, FANUC, Denso, Omron, or Daihen.

Travel Requirements:

Frequent local travel for client meetings, exhibitions, and vendor interactions.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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## Company Description