



## PR/109959 | Assistant Manager – Sales (Robots & Welding Machines)

### Job Information

**Recruiter**

JAC Recruitment India

**Job ID**

1572225

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

March 24th, 2026 04:00

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Basic

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Position: Assistant Manager – Sales (Robots & Welding Machines)

Location: West [Gujrat] - Work from home

Allowances: As per Company travel Policy. To explain during the interview.

#### Key Responsibilities

- Lead sales initiatives for industrial robots and welding machines across assigned regions.
- Establish sales objectives by Forecasting and developing annual sales quotas for the given region and territories.
- Accurately forecast annual , Quarterly and monthly revenue streams.
- Develop and execute strategic business plans to achieve revenue growth.
- Identify and nurture new business opportunities with OEMs, manufacturers, and distributors.
- Technical knowledge of various kind of welding application and understanding of end user application
- Conduct product demonstrations, technical presentations, and training sessions for clients.
- Build and maintain strong, long-term customer relationships with key accounts.
- Collaborate with technical, service, and supply chain teams to deliver customized solutions.

- Monitor industry trends, competitor activities, and provide inputs for pricing and positioning strategies.
- Mentor junior sales staff and contribute to team development.

#### Candidate Requirements

- Education: B.TECH / B.E. in Mechanical, Electrical or related engineering discipline. MBA in Marketing/Sales preferred.
- Experience: 7–10 years in industrial equipment sales, with proven expertise in robotics, welding machines, automation solutions.
- Language: Gujarati , English and Hindi
- Skills:
  - Strong technical understanding of welding processes (MIG, TIG, Spot, Laser) and robotic systems.
  - Excellent communication, negotiation, and presentation skills.
  - Ability to manage large accounts and complex projects.
  - Leadership qualities with experience in mentoring or managing teams.
  - Proficiency in Excel / Power Point / Word ( MS Office ).

#### Performance Indicators

- Achievement of annual sales and revenue targets.
- Expansion of customer base segment wise and retention of key accounts.
- Market share growth in assigned territory.
- Customer satisfaction and repeat business.

**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