



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.

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Company Description