



## PR/110163 | Deputy Manager- Tooling Sales

### Job Information

**Recruiter**

JAC Recruitment India

**Job ID**

1582554

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

April 28th, 2026 02:00

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Job Title: Deputy Manager - Tooling Sales

Location: Bangalore

Key Responsibilities:

- Sales Development:

Drive business growth by identifying new opportunities, expanding customer base, and achieving sales targets for cutting tools and related products.

- Customer Relationship Management:

Build and maintain strong relationships with key clients, ensuring high levels of customer satisfaction and long-term engagement.

- **Product Expertise:**

Understand and communicate the technical aspects of cutting tools, providing tailored solutions based on customer manufacturing needs.

- **Sales Presentations:**

Conduct compelling product presentations and demonstrations to prospective clients, showcasing value propositions and technical capabilities.

- **Quotation and Negotiation:**

Prepare accurate quotations, lead pricing discussions, and negotiate terms to close deals effectively.

- **Market Intelligence:**

Monitor market trends, competitor activities, and customer feedback to inform strategic decisions and product positioning.

- **Customer Support:**

Provide post-sales support including troubleshooting, technical assistance, and coordination with internal teams to ensure seamless service delivery.

- **Sales Process Management:**

Lead the end-to-end sales cycle from lead generation to post-sales follow-up, ensuring timely execution and documentation.

**Qualifications & Skills:**

- Bachelor's degree in Mechanical Engineering or related field (preferred).
- Minimum 10 years of experience in cutting tools sales or industrial machinery.
- Strong technical knowledge of cutting tools and machining applications.
- Excellent communication, negotiation, and presentation skills.
- Proficiency in CRM tools and MS Office.

**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