



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

June 23rd, 2026 03:00

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.

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Company Description