



PR/110215 | Executive / Sr Executive – Marketing (Cutting Tools / Machine Tools)-Gurgaon

Job Information

Recruiter

JAC Recruitment India

Job ID

1585856

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

April 7th, 2026 10:43

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

Job Description – Executive / Sr Executive – Marketing (Cutting Tools / Machine Tools)

Position Overview

We are seeking an experienced Technical Marketing Professional with strong expertise in cutting tools / machine tools and manufacturing process knowledge. The ideal candidate will leverage 8–12 years of industry experience to drive sales growth, provide technical solutions to customers, and support channel partners to achieve business targets.

Key Responsibilities

- Promote and sell cutting tools, machine tools, and related solutions.
- Prepare quotations, negotiate pricing, and finalize commercial terms.

- Conduct customer visits to understand machining requirements and recommend optimized solutions.
- Conduct regular visits to existing and new customers, identify needs, and build long-term relationships.
- Propose optimal machine tools and options based on customers' machining requirements and production conditions.
- Provide technical support including application trials, cutting parameter selection, and productivity improvement guidance.
- Build and manage relationships with dealers, provide training, and support them with sales strategies and KPIs.
- Monitor sales performance and ensure achievement of assigned regional targets.
- Collect market intelligence: competitor analysis, technology trends, and customer investment plans.
- Support marketing activities such as exhibitions, technical seminars, and open house events.
- Work closely with production / application teams to provide customized solutions.
- Required Skills & Experience
- 8–12 years' experience in cutting tools / machine tools sales and application engineering.
- Strong knowledge of machining processes, CNC machines, jigs & fixtures, tooling selection, and manufacturing productivity improvement.
- Experience in proposal preparation, CNC operation, and application trials.
- Proficiency in Microsoft Word, Excel & PowerPoint.
- Language: English & Hindi
- Good communication, negotiation, and customer-handling ability.
- Ability to travel extensively and manage dealer networks effectively.

Technical Knowledge – Marketing

- Strong technical understanding of cutting tools, machining processes.
- Ability to convert technical benefits into commercial value propositions for customers.
- Experience in product positioning, competitor analysis, pricing strategy, and customer requirement mapping.
- Capable of planning marketing activities, promotional campaigns, exhibitions, and product training.
- Skilled in preparing technical presentations, case studies, ROI justification, and performance comparison reports.

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Company Description