



PR/110329 | Territory Sales Manager (Hubli)

Job Information

Recruiter

JAC Recruitment India

Job ID

1599465

Industry

Medical Device

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:24

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

Key Responsibilities:

- Strong working experience in the Critical Care, Anesthesia, Surgery, and Emergency Medicine markets.
- Develop the local market and generate qualified sales leads.
- Own and manage territory sales with clear accountability for revenue achievement.
- Develop, manage, and engage with local dealers to drive business through both dealer-led and direct sales efforts.
- Execute direct sales calls and maintain comprehensive MIS for all products.
- Identify, prospect, and onboard new customers while strengthening and expanding the existing customer portfolio.
- Qualify new leads to sustain identified business opportunities and maintain a balanced sales pipeline for future growth.

- Prepare proposals and sales quotations, plan and conduct customer meetings, and demonstrate product and equipment capabilities within the assigned territory.
- Lead sales negotiations and ensure successful deal closures with customers.
- Achieve annual and quarterly revenue targets through accurate monthly and quarterly forecasting.
- Build and maintain strong after-sales relationships to ensure long-term customer engagement and satisfaction.
- Ensure effective coordination and collaboration within the sales team and cross-functional teams.
- Take ownership of territory-related service issues and coordinate with the concerned teams for timely resolution.
- Recommend and deliver optimal solutions to customers and ensure satisfaction post-implementation.
- Maintain accurate records for demo equipment.
- Represent the company at trade shows, conferences, and other marketing events.
- Ensure timely payment collection and manage outstanding receivables from customers and dealers in line with company policies.
- Handle and mentor a small team (1–2 members).

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