



PR/110359 | Executive / Sr. Executive (Marketing & Sales)

Job Information

Recruiter[JAC Recruitment India](#)**Job ID**

1599483

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

July 10th, 2026 21:00

General Requirements

Minimum Experience Level

Over 3 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 & Sales)

Department: Marketing

Location: Pune (Ganashkhind road)

Grade: E3 – E4 (4 to 6 years)

Employment Type: Full-Time

No. of Positions: 1

Hiring Type: Addition (New position)

Experience & Industry Background: Minimum 3+ years in sales within Machine Tool or Cutting Tool industry

Role Summary

The role involves providing technical sales solutions, managing customer relationships, and supporting business growth in the assigned region. The candidate will work closely with customers and dealers to understand requirements and deliver suitable machine tool solutions.

Key Responsibilities

- Visit existing and potential customers regularly to identify business opportunities and build strong relationships
- Develop and maintain strong relationships with dealers; provide training and support to drive performance
- Collaborate with dealers to create sales plans and monitor KPIs
- Prepare techno-commercial quotations and negotiate pricing and delivery terms
- Recommend suitable machine tools and solutions based on customer machining requirements and production needs
- Track and report market trends, competitor activities, and customer investment plans
- Support exhibitions, demos, and open house events

Educational Qualification

- Minimum: Bachelor's degree in engineering.
- Preferred: Higher or relevant technical qualifications
- Experience & Industry Background
- Strong exposure to application engineering and manufacturing processes
- Experience in promoting and selling machine tools, especially milling machines (preferred: imported/high-value machines)

Skill Requirements

Domain Skills (Must)

- Sales experience in Machine Tools / Cutting Tools
- Strong understanding of machining processes and applications

Domain Skills (Good to Have)

- Experience in proposal preparation
- Basic CNC machine operation knowledge

Software / Technical Skills

Must:

- Proficiency in MS Word, Excel, and PowerPoint

Good to Have:

- Basic knowledge of IoT applications
- Understanding of jig fixtures and machine tool peripherals

Other Skills

Must:

- Strong communication skills in English and Hindi

Preferred:

- Knowledge of Marathi
- Good understanding of machining processes

Preferred Candidate Profile

- Strong interpersonal and relationship-building skills
- Ability to work independently and manage territory sales
- Customer-focused with problem-solving mindset
- Willingness to travel frequently

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.

Privacy Policy Link: <https://www.jac-recruitment.in/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.in/terms-of-use>

Company Description