



PR/110442 | Manager Sales

Job Information

Recruiter

JAC Recruitment India

Job ID

1599535

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:25

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Department & Designation: Manager Sales

Location: Bangalore

Experience: 10 – 15+ years in Robotics / industrial automation / factory automation (FA)

Educational Qualification: Bachelor's degree in engineering, Mechanical, or a related field

Job Description:

1. Sales & Business Development

- Drive B2B sales of industrial robots and automation solutions

- Identify and acquire new customers across manufacturing sectors (automotive, electronics, general industry, etc.)

2. Solution Selling

- Understand customer production challenges and propose tailored automation solutions
- Collaborate with engineering teams to design proposals
- Deliver value-based and ROI-driven sales presentations

3. Market Development

- Analyse market trends and competitor landscape
- Develop new industry segments and use cases
- Build and manage channel partners (system integrators, distributors)

4. Customer & Stakeholder Management

- Build relationships with CXOs, Plant Heads, and procurement teams
- Coordinate with Japan HQ and global partners
- Follow up on projects and ensure successful deal closure

5. Internal Coordination

- Work closely with technical, marketing, and operations teams
- Maintain CRM, sales forecasts, and reporting
- Experience selling to manufacturing / factory environments (automotive, electronics, industrial, etc.)

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Company Description