



PR/110466 | Sales Manager

Job Information

Recruiter

JAC Recruitment India

Job ID

1599551

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:26

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

We are seeking a highly driven and result-oriented Sales Manager with a strong technical and commercial acumen, preferably from premier institutes such as IIT Delhi or IIT Kharagpur. The candidate will be responsible for driving business growth, managing key client relationships, and expanding market presence across core industrial sectors.

Key Responsibilities

- Develop and execute strategic sales plans to achieve revenue and growth targets
- Identify and pursue new business opportunities across targeted industries
- Build and maintain strong relationships with key clients, EPC contractors, and industrial players
- Lead end-to-end sales cycle including lead generation, proposal development, negotiation, and closing
- Collaborate with internal technical and engineering teams to deliver tailored solutions to clients

- Conduct market research, competitor analysis, and industry trend tracking
- Manage key accounts and ensure long-term client engagement and satisfaction
- Represent the company in industry events, conferences, and client meetings
- Prepare and present sales reports, forecasts, and performance metrics to leadership

Target Industry Exposure

Candidates should have experience or exposure in one or more of the following sectors:

- EPC (Engineering, Procurement & Construction)
(e.g., L&T, Technip, Saipem)
- Heavy Engineering
(e.g., BHEL, Siemens Energy, GE)
- Oil & Gas Services
(e.g., Schlumberger, Baker Hughes)
- Steel / Pipes / Materials
(e.g., Tata Steel, JSW, Welspun)
- Industrial Equipment
(e.g., Atlas Copco, Caterpillar)
- Power & Transmission
(e.g., ABB, Schneider Electric)

Required Qualifications & Skills

- Bachelor's or master's degree in engineering (Mechanical, Electrical, Industrial, or related field) from IIT Delhi / IIT Kharagpur preferred
- Proven experience in B2B sales within industrial or engineering domains
- Strong understanding of technical products, industrial solutions, or engineering services
- Excellent communication, negotiation, and stakeholder management skills
- Ability to manage complex sales cycles and large-value deals
- Analytical mindset with strong problem-solving abilities
- Willingness to travel as required

Preferred Experience

- 3-5 years of relevant experience in industrial sales or business development
- Prior experience with large EPC firms or global industrial organizations
- Exposure to international markets and client interactions

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Company Description