



PR/110485 | Sales Manager (South-Chennai)

Job Information

Recruiter

JAC Recruitment India

Job ID

1599564

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 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

Job description-

Meeting customers in South India, make relationship and generate inquiries.
 Supervise, Guide and delegate Sales activities to the South Sales team to drive the sales in the South Market.
 Ready to travel extensively based on business needs.
 Responsible for making and executing Strategy to Promote and increase sales revenue.
 Control the Budget and cost efficiency of Self and the Team to develop sustainable business.
 Make good relationship with our Maker partners to get competitive pricing and leads and increase sales.
 KRA setting for the team and divide the sales target to the team and drive them to achieve their targets
 Ensure the development of team members by identifying and arranging training needs.
 Judge the market situation and get escalate to GM and above for recruitment and skill upgradations.
 Visit the Exhibitions and Seminars to make contacts and get inquiries to drive the sales revenue.
 Identify good resource and take interview and do initial hiring interviews of members in his team if such situation arises. (In coordination with the HR team)
 Local Tamil candidate preferred
 12+ years' experience in electronics assembly and SMT sales.
 Back ground in SMT Capital equipment such as Pick and place, Mounter, SPI, AOI and Peripherals .
 Excellent written and verbal communication skills.

Working knowledge of Microsoft Office Software.
Performed pre-sales activities like presentation, demonstrations with CS team.
Support customer directly with product specifications and selection.
Generate sales quotes, and proposals to meet customer needs.
Establish and negotiate pricing and product availability.
Establish and maintain relationships with vendors to establish special pricing and delivery.
Travel throughout assigned territory on a regular basis to meet current & prospective customers.
Proven ability to work both independently and in a team environment.

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