



PR/110508 | Senior Sales Engineer

Job Information

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

1600933

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

September 1st, 2026 14:00

General Requirements

Minimum Experience Level

Over 3 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

Position: Senior Sales Engineer**Location: Pune****Experience: 3-4 years****Qualification: B. Tech in Mechanical/ Mechatronic**

About the company: A leading global company in Industrial equipment. headquartered in Japan, with 40 years' experience developing and providing lightweight servo presses and 30 years' experience with desktop robots.

About the role:

- We are currently seeking a qualified candidate with experience in sales and business development, particularly in the product segment of press machines, including servo Press, hydraulic Press, and robotics.

- The ideal candidate should have a proven track record of handling automotive customers and possess strong skills in building relationships and driving business growth.

Key Responsibilities:

- Developing both direct sales and dealer management for equipment portfolio in the West Indian region.
- Managing profitability with the west region's operations.
- Coordinating with internal team to meet the set target timeline for the deliveries of new machines.
- Addressing the grievance faced by end users with dealers in terms After sales support.
- Supporting the company's India market entry strategy by establishing strong local presence and building brand credibility.
- Managing and developing relationships with regional dealers, while also driving direct business with end users.
- Conduct product demonstrations, technical discussions, and coordinating with internal teams for After-sales support.
- Monitoring market trends and identifying new opportunities for servo press and automation solutions

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