



PR/110564 | Assistant Manager-Mumbai

Job Information

Recruiter

JAC Recruitment India

Job ID

1603166

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

August 18th, 2026 13:00

General Requirements

Minimum Experience Level

Over 6 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

Designation- Assistant Manager-Sales

Location- Mumbai/ Bangalore

Job Description-
The Role

Not product sales. We need strategic thinkers who partner with MEP consultants, influence specifications, and deliver tailored BMS solutions to the right stakeholders.

What You Will Do

- Engage MEP consultants, architects & developers — build long-term relationships, not transactions
- Influence project specs by demonstrating superior controls features and technology edge

- Own the full sales cycle — from lead generation and presentations to BOQ, proposal and closure
- Present tailored BMS solutions; articulate DDC, BACnet, HVAC integration in client-friendly terms
- Track market trends, upcoming projects and competitor activity; report pipeline weekly

What You Bring

- 8–10 years in BMS, HVAC controls or building automation — consultative sales experience essential
- Strong network with MEP consultants and developers in your city
- Technical fluency in BMS architecture, DDC controllers, BACnet / Modbus protocols
- B.E. / B.Tech in Electrical, Electronics, Instrumentation or Mechanical Engineering
- Prior OEM brand experience and LEED / GRIHA familiarity is a plus.

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Company Description