



PR/110581 | Assistant Manager-Mumbai

Job Information

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

1604937

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

August 11th, 2026 03:00

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

About the Role

This is not a traditional product sales role. We are looking for a strategic, consultative sales professional who can engage with MEP consultants, architects, developers, and key project stakeholders to influence specifications and position tailored Building Management System (BMS) solutions. The ideal candidate will combine strong technical understanding with relationship-building skills to drive project-based sales and business growth.

Key Responsibilities

- Develop and maintain strong relationships with MEP consultants, architects, PMC firms, developers, and end customers to create long-term business opportunities.
- Influence project specifications by showcasing the technical advantages and value proposition of BMS solutions, controls technology, and system integration capabilities.

- Manage the complete sales cycle, including lead generation, project tracking, techno-commercial presentations, BOQ review, proposal preparation, negotiation, and order closure.
- Present customized Building Management System solutions and effectively communicate concepts such as DDC Controllers, BACnet, Modbus, HVAC integration, and energy management solutions to both technical and non-technical stakeholders.
- Identify and track upcoming projects, market developments, customer requirements, and competitor activities to build a robust sales pipeline.
- Collaborate with internal engineering and application teams to develop optimized and competitive solutions.
- Ensure regular reporting of sales forecasts, project status, pipeline updates, and market intelligence.

Desired Candidate Profile

- 8–10 years of experience in BMS, HVAC Controls, Building Automation, or related solution sales.
- Proven consultative sales experience with a strong focus on project specification and stakeholder engagement.
- Established network with MEP consultants, architects, developers, PMC firms, and key decision-makers within the building automation ecosystem.
- Strong technical understanding of:
 - Building Management Systems (BMS)
 - DDC Controllers
 - BACnet and Modbus Communication Protocols
 - HVAC Controls and System Integration
- Ability to conduct technical presentations and influence stakeholders at multiple levels.
- Strong business acumen, negotiation skills, and project management capabilities.

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Company Description