PR/108918 | Sales Team Leader

募集職種

人材紹介会社
ジェイ エイ シー リクルートメント インド

求人ID
1536110

業種
その他（メーカー）

雇用形態
正社員

勤務地
インド

給与
経験考慮の上、応相談

更新日
2025年04月30日 15:48

応募必要条件

職務経験
3年以上

キャリアレベル
中途経験者レベル

英語レベル
ビジネス会話レベル

日本語レベル
ビジネス会話レベル

最終学歴
短大卒： 準学士号

現在のビザ
日本での就労許可は必要ありません

募集要項

Job Description:

Job Position: Sales Team Leader

Educational Qualification: B.E./B.Tech

Job Location: Pune

Experience required:

- Demonstrated experience in Business Development and Sales within the Robotics sector is essential.
- Familiarity with the commercial sales process and its requirements is required.
- Exceptional organizational abilities are necessary to meet established deadlines.
- Strong skills in interpersonal communication, report writing, and statistical analysis are important.
- Proven capacity for multitasking and prioritizing tasks is crucial.

- Willingness to travel frequently and engage with innovative individuals in the engineering field is also expected.

Roles & Responsibilities:

- The objective is to stimulate new development initiatives by identifying fresh inquiries, engaging new system integrators, and reaching out to new end users, particularly within the general industry sector, automotive OEMs in India, and Tier 1 customers in the Western market, specifically in Maharashtra and Gujarat.

- Responsibilities include managing presales activities, which encompass generating inquiries, participating in commercial negotiations regarding pricing and payment terms, overseeing delivery processes, and handling payment collection and invoicing.

- It is essential to establish and nurture robust relationships with various stakeholders, including end users, system integrators, other automation industry participants, and distributors.

- Additional tasks may be assigned by senior management as required.

- Sales and promotional activities will be executed in alignment with the company's budgetary constraints.

#LI-JACIN

会社説明