



PR/110466 | Sales Manager

### 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

1599551

業種

その他（商社）

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

2026年06月26日 11:26

### 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

流暢

日本語レベル

無し

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

We are seeking a highly driven and result-oriented Sales Manager with a strong technical and commercial acumen, preferably from premier institutes such as IIT Delhi or IIT Kharagpur. The candidate will be responsible for driving business growth, managing key client relationships, and expanding market presence across core industrial sectors.

#### Key Responsibilities

- Develop and execute strategic sales plans to achieve revenue and growth targets
- Identify and pursue new business opportunities across targeted industries
- Build and maintain strong relationships with key clients, EPC contractors, and industrial players
- Lead end-to-end sales cycle including lead generation, proposal development, negotiation, and closing
- Collaborate with internal technical and engineering teams to deliver tailored solutions to clients

- Conduct market research, competitor analysis, and industry trend tracking
- Manage key accounts and ensure long-term client engagement and satisfaction
- Represent the company in industry events, conferences, and client meetings
- Prepare and present sales reports, forecasts, and performance metrics to leadership

#### Target Industry Exposure

Candidates should have experience or exposure in one or more of the following sectors:

- EPC (Engineering, Procurement & Construction)  
(e.g., L&T, Technip, Saipem)
- Heavy Engineering  
(e.g., BHEL, Siemens Energy, GE)
- Oil & Gas Services  
(e.g., Schlumberger, Baker Hughes)
- Steel / Pipes / Materials  
(e.g., Tata Steel, JSW, Welspun)
- Industrial Equipment  
(e.g., Atlas Copco, Caterpillar)
- Power & Transmission  
(e.g., ABB, Schneider Electric)

#### Required Qualifications & Skills

- Bachelor's or master's degree in engineering (Mechanical, Electrical, Industrial, or related field) from IIT Delhi / IIT Kharagpur preferred
- Proven experience in B2B sales within industrial or engineering domains
- Strong understanding of technical products, industrial solutions, or engineering services
- Excellent communication, negotiation, and stakeholder management skills
- Ability to manage complex sales cycles and large-value deals
- Analytical mindset with strong problem-solving abilities
- Willingness to travel as required

#### Preferred Experience

- 3-5 years of relevant experience in industrial sales or business development
- Prior experience with large EPC firms or global industrial organizations
- Exposure to international markets and client interactions

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会社説明