



PR/110581 | Assistant Manager-Mumbai

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

1604937

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

2026年08月11日 03:00

応募必要条件

職務経験

6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

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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会社説明