

Job Description

Manager - Sales & Marketing

**Manager - Sales & Marketing - PS Automation (India) Private
Limited in Pune**

The MS is an important member of the management team of the company. He is a professional who is responsible for the success of the company's sales. The MS sets goals for his team and produces monthly forecasting reports to see how well the team is doing in achieving those targets and budgets. The reports are based on what is happening with revenue streams to ensure that everything runs smoothly from month to month. The MS reports directly to the Managing Director (MD) of the company. For his day-to-day work, he must therefore have comprehensive knowledge of local sales and how to best position capital goods in the market, with all sets of customers like OEM (original equipment manufacturers - valves OEMs, dampers OEMs, etc.), EU (end users from various sectors like power, steam, cement, steel, water, paper, different process industries, pharmaceuticals, etc.), consultants and EPC/turnkey contracting companies pertaining to all these sectors. In this position he has to systematically build up and improve the sales organization and is responsible for marketing activities guided by the strategic goals, objectives and tasks of the MD.

The MS will be assisted by a sales staff to be built up and receives support and advice from the MD.

Job title Manager - Sales & Marketing

Education A-Levels or similar, with an excellent command of English

A degree in engineering (Electrical/Instrumentation/Mechanical) or economics with a sound knowledge of sales & marketing, and long-term experience in products for the automation, actuation or valve industry, with a proven track record of success in the field of valve making and/or actuation.

Work experience At least 10 years, with proof of sales performance regarding electric actuators, valves or capital goods in the area of measuring and control technology. Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets with continual growth.

Other skills and

Requirements Demonstrated ability to communicate, present and influence credibly and effectively inside and across the organizations in India.

Job Description

Manager - Sales & Marketing

Proven ability to drive the sales process from plan to close including timely arranging of the name, make and product approvals as and whenever required and called for

Strong business sense and industry expertise with analytical competence.

Excellent mentoring, coaching, people management and cross functional skills.

Committed to continuous education through workshops, seminars etc., through adaptability and adjustability approach

Liking for and habit of structured, disciplined working for all the above with perseverance and through use of ERP system/s.

Position details

Superior

The manager will report to the MD and at board meetings (BM) as and whenever required and called for.

Deputy

In disciplinary and business terms, other managers by advice

Competency

All skills required for the company's sales division, and as agreed under the employment contract

Task

1. Personally serve as key account manager for significant end users, OEM customers, consultants, EPC/turnkey contracting companies and important institutions.
2. Achieving growth and hitting sales targets by successfully managing the sales team.
3. Designing and implementing a strategic sales plan (5 years) that expands company's customer base and ensure its strong presence.
4. Prepare the sales and marketing budgets, implement and control the approved budget.
5. Present sales, revenue and expenses reports and realistic forecasts to the MD.

Job Description	Manager - Sales & Marketing
------------------------	--

6. Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
7. Effective, fast and responsive pre and post sales service/s.
8. Identify emerging markets and market shifts while being fully aware of new products and competition status in accordance with PS Automation GmbH (Germany).
9. Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives, prepare job descriptions; conduct negotiations for salaries in the sales team.
10. Carry out market analyses (competition and sales potential) as the basis for product development and marketing; develop a long-term market strategy (price and performance leadership) for the company and individual product lines (product groups).
11. Develop advertising concepts, design brochures, prepare data sheets and presentations on the Internet and organise and arrange trade fair participation.
12. Set up and control a reliable system for verifying the customers' creditworthiness and develop and implement adequate strategies to avoid payment shortfalls.

For more details, please contact: chaitra.dole@indo-german.com

Company website: <https://www.ps-automation.com/?lang=en>