

***Job Description- Assistant Manager, Roboshot Sales***

**Key Accountabilities & Responsibilities**

- Responsible for Maintaining and enhancing the market share of FANUC Roboshot (All Electric Plastic Injection Molding Machine) in the respective Zone.
- Develop the customer relationship and business development with existing customers.
- Develop new markets with customers.
- Collate and analyze market information on Competitor data and sharing of information.
- Improve the product awareness through exhibitions, seminars, road shows etc.
- Ensure timely preparation and reporting of all the sales related MIS.
- Liaison with application team to provide complete solution to customers.

**Profile expectation –**

- B.E./ B.Tech. and Plastics Background.
- Knowledge of Commercial Sales requirements.
- 8 - 12 years of Capital equipment Sales experience, minimum 5+ years of exposure to Plastic Injection Molding Technology.
- Excellent organizational skills with the ability to deliver to set deadlines.
- Proficient in MS Office applications.
- Strong interpersonal, report writing and statistical analysis skills.
- Proven ability in multitasking and prioritizing workload.
- Flair to travel extensively, meet creative people in the engineering world.