



Job Description – Senior Engineer/Assistant Manager, Business Development

- Individual who is well versed with FANUC product lines.
- Actively seek out new sales opportunities through cold calling, networking and social media
- Set up meetings periodically with new potential clients and listen to their wishes and concerns
- Prepare complete data based for OEM to Vendor-Part with respect to product line and deliver appropriate presentations on products and services timely
- Create frequent Zonal reviews and reports with sales data
- Collaborate with zonal team members to achieve better results.
- Ensure timely preparation and reporting of all the sales related MIS.
- Liaison with sales team to provide complete solution to customers.

Profile Expectation:

- B.E./ B. Tech with 08~12 years of proven working experience in Business Development/ Sales in field of Industrial Automation
- Knowledge of Commercial Sales requirements.
- 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.