

Sales Manager

Responsabilități

Pan India Key Account Handling

10-15 years' experience in Sales & Business Development of Capital Equipments preferably Construction & Mining Equipment

Ensure order booking from the key accounts, convert the order booking into sales figures in coordination with customers and internal team of organization and collection of payments in time from customers to generate sales revenue.

Driving sales through solution selling to different industries like Mining, Steel, Power, Cement, Port etc. Approaching customers as a solution provider to understand their pain points instead of convention product seller.

Making regular visits to customers. Capturing customer's voice through continuous site visits to understand customer expectations and competitors' activities.

Imparting training to educate customers on products and their usage. Explanation of products variants to customer and its suitability as an application-oriented product.

Effectively managing queries from the customers. Able to handle customers' technical queries and provide solutions in co-ordination with Application Engineering.

Identifying newer applications and suggesting proper solutions. Understand applications where application-oriented products can be suggested as a solution to generate revenue.

Techno-commercial Negotiation: Aware about technical terms and able to understand commercial terms to conclude the meeting during techno-commercial negotiation to grab the order.

Cerințe

B. Tech preferred

Oferta noastră

Location - Person can be based out of anywhere in India.

Experience of handling large accounts such as Ultratech, Adani, JSW, Tata Steel, AMNS, Hindalco, etc., is preferred



Job ID
REF94916K

Domeniul de activitate
Kolkata

Nivelul de Leadership
Leading Self

Flexibilitatea programului de lucru
Onsite Job

Persoană juridică
Phoenix Conveyor Belt India Private Ltd.

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Despre noi

Continental is a leading tire manufacturer and industry specialist that develops and produces sustainable, safe and convenient solutions for automotive manufacturers as well as industrial and end customers worldwide.

Founded in 1871, the company generated sales of €39.7 billion in 2024 and currently employs around 95,000 people in 54 countries and markets.

ContiTech is one of the world's leading industry specialists. The Continental group sector offers its customers connected, environment-friendly, safe and convenient industry and service solutions using a range of materials for off-highway applications, on rails and roads, in the air, under and above the ground, in industrial environments, for the food sector and the furniture industry. With about 39,000 employees in more than 40 countries and sales of some 6.4 billion euros (2024), the global industrial partner is active with core branches in Asia, Europe and North and South America.