



Swagelok Bombay is looking for High-performing Sales Managers to help us drive our Sales Growth Strategies in various markets including Oil&Gas, Chemical and Refinery, Power etc.

This position will be responsible for providing technical solutions to Customer's System/Application requirements by understanding their needs and offering the right products, assemblies & solutions that meets those needs. The associate should be high on technical skills with passion to learn more. This Position will also be responsible for commercial negotiations with customers and will have to secure sales that is good for profit to ensure sound Business Health.

**Key Responsibilities:** (Functional responsibilities associated with the position)

- Establishes sales objectives by forecasting and developing annual sales quotas for assigned market vertical; projecting expected sales volume and profit for existing and new products and be able to prioritize and provide strategies and solutions to business opportunities.
- Create sales plan for revenue growth for assigned market and formulate & implement a customer engagement plan for Customers.
- Build business relationships with customers through value added services & support, field services & support and establish personal contact with decision-makers in the assigned market.

**Experience:** (Min – Max) 5yrs - 8yrs

**Education:** BE (Instrumentation or Mechanical)/ Diploma in engineering from a reputed institution/ B.Tech with MBA (Sales / Marketing).

**Skills:**

- Expert knowledge of sales cycles, strategies, and methods.
- Ability to anticipate how the market and competitive factors will influence the selling of products and services.
- Goal driven and self-motivated
- Planning and organizational skills.
- Negotiation/conflict resolution.

**Critical Competencies:**

- Enabling Change: Work to remove obstacles to change and innovation.
- Business Acumen: Awareness of financial impact decisions has within departments and across the company.
- Business Intelligence: Ability to quickly sense, comprehend & analyze the competitor`s strategies.
- Adaptability / Resilience: Recovers quickly from change or setbacks.
- Influence: Having an impact on others through personal power and persuasion