



Position: Manager – Sales & Business Development

No. of Position/s - 1

Department: Sales & BD Function

Reports to: Managing Director

Experience – 8 to 10 years.

Location – Ravet, Pimpri Chinchwad

Job Objective:

Responsible for the development and performance of all sales activities in assigned market and customer segment. Staffs and directs a sales team and provides leadership towards the achievement of revenue targets, maximum profitability and growth in line with company vision and values. Establishes plans and strategies to expand the customer base, aligned with the AOP of Sales / Revenue and Profits.

Responsibilities:

- Develops a business plan and sales strategy, for the market that ensures attainment of company sales goals and profitability, based on Annual Revenue Target/s.
- Responsible for the performance and development of the Team Members.
- Responsible for Pan India Business Development.
- Prepares action plans by individuals as well as by team for effective search of sales leads and prospects.
- Initiates and coordinates development of action plans to penetrate new markets.
- Conduct Market Research and keep self, team and the reporting authority updated about new FDIs and business prospects for the organisation.
- Assists in the development and implementation of marketing & business development plans as needed.
- Conducts one-on-one review with all Sales Engineers / GETs, to build more effective communications, to understand training and development needs, and to provide insight for the improvement of Team Member's sales and activity performance.
- Provides timely feedback to senior management regarding Sales performance and raises Flags wherever needed.
- Provides timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margin.
- Analyses and synthesises all sales data and records of all pricings, sales and activity reports submitted by team members, towards organisational performance.
- Creates and conducts proposal presentations and RFQ responses.
- Assists the Sales Team, in preparation of proposals and presentations.
- Controls expenses to meet Sales budget guidelines.

We stand for the “X” factor of being, Proficient, Epitome, Reliable and Transcendent in the Consulting & Service Levels.

- Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.

Internal / External Cooperation

- Ensures that all Sales Team Members meet or exceed all activity standards for prospecting calls, appointments, presentations, proposals, and business deal closures.
- Delegates authority and responsibility with accountability and follow-up.
- Sets examples for Sales Team Members in areas of personal character, commitment, organizational and selling skills, and work habits.
- Conducts regular coaching and counselling of Sales team members, to build motivation and selling skills.
- Maintains contact with all clients in the market area to ensure high levels of client satisfaction.
- Meetings with Key Accounts monthly to have the business relationship in flow and a positive approach for Futuristic business.
- Demonstrates ability to interact and cooperate with all other company employees.

Qualification Requirements:

- B.E in Electronics / B.E Automobile / B.E Mechanical.
- B.Sc. Industrial Electronics with 8 to 10 years of experience in Sales / Business Development & Key Account Management in Medium and / or Large Distributorship companies of niche technical products; or,
- Dip. In Electrical / Electronic Engineering with 8 to 10 years of experience in Sales / Business Development / Key Account Management in Medium and / or Large Distributorship companies of niche technical products.

Job Specifications:

- 6 – 10 years of experience in sales, business development and key account management. – In the niche segment similar to Sarthak India.
- Extensive / Comprehensive experience with OEM / Distributorship of niche industrial consumable products. / Individual Brand organisations
- Extensive / Comprehensive experience in all aspects of Supplier / Principal Relationship Management.
- Strong understanding of customer and market dynamics and requirements.
- Willingness to be a part of the change and growth mindset.
- Proven leadership capabilities and ability to drive sales teams.
- Good Communication and Presentation Skills.
- Good Negotiation and Persuasion skills is necessary.
- Should be willing to travel Pan India for Sales & Business Development.



Company Name: - Sarthak India, Pune. www.sarthak-india.in

About Us – Sarthak India is located in Ravet, Pune. It's an emerging Company in the area of High performance Identification, Traceability & Visual Safety Solutions. We are Authorized Distributors of BRADY Corporation USA, SCH Coatings UK and Nolato Silikonteknik Sweden, for Automotive, Electronics & Electrical Industrial Segments.

Sarthak India has reached an annual sales turnover of 95 Million ₹ in FY 2024-2025. Our Customer Base comprises of reputed MNCs and National Companies like **Jabil India, Atlas Copco, Eaton Fluid Power, BYK India, Brose India, Danfoss Systems, Honeywell Intl., Dana India, Harman International, Kinetic Communication, Knorr Bremse SFC Ltd, Bobst India, Sedemac Mechatronics Pvt. Ltd, BHTC, Varroc Engg., Flash Electronics to mention a few.**

*** Candidates who are willing to be a part of the growth journey for themselves, along with Sarthak India, can send their resumes through email to connect@xpert-consult.com and feel free to contact at **+91 9764335759** for any clarifications needed on the position or other details.

You shall receive a call from the concerned person, once shortlisted. Meanwhile, even if you do not get a call, be rest assured that your resume shall be retained in our database for any future hiring.

Contact:

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prajodh.menon@xpert-consult.com

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