

Position: Business Development Executive

No. of Position/s - 4

Eligibility – BE Mechanical/Electrical/ Electronics Engg, / Diploma in B.Sc. in Industrial Electronics.

Experience – 2 to 4 years.

Location – Ravet, Pimpri Chinchwad

Job Responsibilities –

- Conduct Market Study & Business Lead Generation of potential customers.
- Key Account Management – Relationship Management with existing customers & Validation of their new requirements
- Prepare & update weekly Sales reports of the work in progress.
- Work closely with the principal organisations for Business Development.
- Generate new business leads and meet sales Targets of organization.
- Sample Submission, trials and get the Parts Approved by customer
- Conduct Barcode Printer Demo, validation, preventive & breakdown maintenance at Customer end
- Handling Customer Complaints etc. at existing customer base.

Skill sets required –

- Knowledge of RFQs and Costing Data Analysis.
- Good Communication and Presentation Skills.
- Selling and Negotiation Skills.
- Excellent Interpersonal Skill.
- Good awareness of Pune Industrial area.
- Ability to plan the work & workout the plan

Preferred candidate from Industrial Automation, Semi-Conductor Industry, High performance Labels, Barcode printers, Adhesive tapes sales Background and importantly having B to B sales experience. Engage with OEM and Tier 1 MNC customers.

- Excellent opportunity to be trained in sales skills.
- Personal growth with growing organization.
- Attractive target based incentives for multifold financial Growth.
- Building a good Network and create intellectual assets for future growth.
- Pay and Compensation shall be based on qualification & skill sets, allowances & attractive incentives shall be provided beyond the salary.

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



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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