

JOB DESCRIPTION	
<b>Position Title</b>	Head – New Product Sales
<b>Reports To</b>	Chief Operating Officer
<b>Department</b>	New Product
<b>Qualification</b>	A bachelor's degree in electrical engineering (B. Tech in electrical engineering) is mandatory. An MBA would be a plus.
<b>Work Experience</b>	7-10 Years proven experience in project sales, or electrical equipment sales
<b>Primary Duties</b>	Develop and implement sales strategies for Battery Energy Storage Systems, Solar Thermal Systems, and E-Generators.
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	Identify and target large corporate, government institutions, factories, and other large-scale entities.
	Drive project sales, manage the sales pipeline, and ensure the achievement of segment targets.
<b>Secondary Duties</b>	Build and maintain strong relationships with key customers and stakeholders.
	Recruit, train, and manage a high-performing sales team.
	Provide regular reports on sales performance, market trends, and customer feedback to senior management.
	Work closely with other departments, such as marketing, engineering, and finance, to ensure the successful implementation of sales strategies.
<b>Skills Required</b>	Strong leadership and team management skills.
	Good presentation skill
	Excellent communication and interpersonal skills.
	Strategic thinking and problem-solving abilities.
	Proficiency in sales forecasting, lead generation, and pipeline management.
	Ability to work under pressure and meet deadlines.
<b>Location</b>	Chennai
<b>Email ID</b>	<a href="mailto:jobs@hykonindia.com">jobs@hykonindia.com</a>
<b>Contact</b>	85930 75050

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