

JOB DESCRIPTION	
<b>Position Title</b>	Manager - PE Sales
<b>Reports To</b>	General Manager - PE Sales
<b>Department</b>	PE Sales
<b>Qualification</b>	B -Tech/MBA/Degree
<b>Work Experience</b>	4-7 years
<b>Primary Duties</b>	Sales and marketing activities at assigned location
	Daily customer visits, reports preparation, and updating in ERP software.
	Preparation of MIS Reports about the Market and updating to Management for timely action
	Be responsible for end-to-end sales: Lead Generation to closure and post-closure relationship Management.
	Educating the customer about the products and their features
	Working with Govt. customers and preparing technical specifications for major projects and tenders
<b>Secondary Duties</b>	Conduct market research to stay informed about industry trends, competitor activities, and emerging technologies in power electronics.
	Assist in the development and management of the sales budget, ensuring effective allocation of resources to achieve sales objectives.
	Represent the company at trade shows, conferences, and industry events to promote products and network with potential clients.
<b>Skills Required</b>	Strong understanding of power electronics products, applications, and market dynamics.
	Excellent leadership, communication, and interpersonal skills.
	Strong leadership and team management skills.
	Track record of meeting and exceeding sales targets
<b>Email ID</b>	<a href="mailto:jobs@hykonindia.com">jobs@hykonindia.com</a>
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