

Job Title : Sales Manager (Gujarat)

Location : Koparkhairane, Navi Mumbai

Experience : 5-7 Years

Qualification : B.E / B.Tech (Mechanical)

Company : Advanced Bolting Solutions Pvt Ltd (ABS) - www.absgroup.in

About ABS: Advanced Bolting Solutions P Ltd (ABS) is a leading multi-national, multi-locational organization engaged in the selling, renting, and servicing of precision bolting and machining equipment across India and the Middle East. As pioneers in precision power bolting in India for over two and a half decades, we enjoy brand leadership and customer confidence across industries such as Oil & Gas, Wind, Steel, Power, Infrastructure, and Railways.

Role Overview:

As a Sales Manager, you will be responsible for driving revenue through product sales and rentals in Gujarat and the neighbouring regions. Also, should have handled Gujarat region and Gujarat customers. You will receive exhaustive product training and world-class support to help you succeed in this niche market. If you are ready to take the next big step in your sales career, we want to hear from you.

Key Responsibilities:

- **Revenue Generation:** Achieve sales targets by promoting and selling our bolting systems and accessories.
- **Lead Generation:** Coordinate with the marketing team to generate leads and identify new business opportunities.
- **Strategic Sales Planning:** Develop and implement a strategic sales plan to expand the customer base and ensure a strong market presence.
- **Customer Engagement:** Create and execute weekly/monthly customer visit plans. Conduct periodic visits to manage and strengthen client relationships.
- **Customer Acquisition:** Acquire new customers while managing and nurturing relationships with existing clients.
- **Proposal Management:** Prepare and review commercial proposals, technical offers, and quotations in coordination with internal stakeholders.
- **Technical Demos:** Conduct product demonstrations, application studies, and create sales proposals.
- **Technical Support:** Provide technical clarifications to customers and act as a liaison between clients and internal technical teams.
- **Competitor Analysis:** Monitor and report on competitor activities.
- **Payment Management:** Follow up payments and manage collections.
- **Reporting:** Prepare and present monthly/quarterly sales reports and track sales targets and progress.
- **Territory Travel:** Willingness to travel to Gujarat and other designated areas as per business needs.

Functional & Technical Knowledge:

- Familiarity with industrial areas of Gujarat.

- Experience dealing with Tier 1 customers and PSUs in sectors such as Oil & Gas, Power, Steel, Fertilizers, and Infrastructure.
- Knowledge of bolting equipment will be an added advantage.

Soft Skills:

- Excellent communication skills (both oral and written).
- Proficiency in CRM software and MS Office (PowerPoint, Excel, Word).
- High energy and an aggressive approach towards sales.
- Positive and a can-do attitude
- Strong negotiation skills and customer relationship management.
- Willingness to travel regularly.

What We Offer:

- Opportunity to be associated with a leading brand in the industrial bolting arena.
- Competitive salary aligned with current industry trends.
- Patented, industry-leading bolting systems and accessories that enhance safety, speed, and accuracy.
- Factory-owned regional support centers.
- Cutting-edge, trend-setting technology products.
- A vast market catering to numerous industries.
- In-field support from industrial specialists.
- Comprehensive tech support and office support to ensure your success.

How to Apply: If you are ready to advance your sales career with a leading company in the precision bolting industry, contact us today! Visit our website at www.absgroup.in for more information. Please share your resume at hrd@absgroup.in

Owing to the large number of applications we receive, we will only be able to contact candidates who meet our requirements. We thank you for your interest in exploring an opportunity with ABS.