

Job Description

INDO-MIM Private Ltd., a global leader in Metal Injection Molding has set-up a large scale Ceramic Injection molding and Ceramic Casting Core manufacturing plant. We are looking for an experienced Sales Manager to drive sales of this division.

Position Type:
Regular

Reports To:
VP - Marketing

Facility:
Obedehalli, Bangalore, India

Date of Issue:
24th February 2022

Revision Level:
First issue

Qualifications, Skills & Abilities

- Diploma/Bachelor's Degree in Engineering with or without MBA
- Relevant 5 years of MINIMUM experience in sales and marketing of Technical Ceramics
- Should have exposure to the end customer applications in Ceramics
- Should have vast application knowledge on materials like Alumina, Zirconia etc.
- Knowledge on Ceramic processing like, Spray Drying, Extrusion, CIP (Cold Isostatic Pressing) is a must
- Skilled in business development, and hunting for new applications
- Comfortable working with targets, making sense of metrics and processing figures with spreadsheets

Primary Responsibilities

- Work closely with Senior Management and present a road map for driving & achieving sales of Ceramic division for next 5 years
- Should be instrumental in conducting market research, due diligence, and competitor benchmarking
- Initiates go-to-market strategy for Ceramic products and other related SKUs
- Identify, cultivate and develop new prospects into a sales pipeline with profitable growth
- Should have excellent negotiation, deal closing skills and coordinate with strategic team to review current market trends and propose new business ideas that can improve revenue margins
- Identify new potential markets and maintain the relationships among the existing markets for the existing products
- Deploy successful marketing campaigns and own their implementation from ideation to execution
- Identify & Participate in conferences and trade shows
- Aid in forecast and budget preparation
- Present technical papers and training, when required
- Maintain CRM database for opportunities and existing customers

Additional Duties

- Identify and work with Operations team to fill gaps in customer service including quality, delivery and cost
- Should become well versed with costing of technical ceramic products using various processes
- Measure and report on the performance of marketing campaigns, gain insight and assess against goals
- Prepare and monitor the marketing budget on a quarterly and annual basis and allocate funds wisely

Interested candidates, please email your résumé to email ID praveen.g@indo-mim.com