

**About company:**

**TEMICO Motor India Private Limited** incorporated with MCA on **21 February 2020**.

The Temico Motor India Private Limited was set up by Mitsui & Co and its joint venture partner from Taiwan, TECO Electric & Machinery Co. Ltd. While Japan's Mitsui is a Tokyo-based global conglomerate with diversified interests including electric mobility and renewable energy, TECO is already known for manufacturing industrial motors and critical parts such as traction motors and controllers for electric vehicles.

**Position:** Assistant Manager / Deputy Manager/ Territory Manager Sales – Motor-

**Educational Qualification:** 5-7 Years in relevant field (Motor & Drives)

**Salary:** As per Industrial standards

**Location :** Bangalore, Chennai, Coimbatore

**Experience:** 5-7 Years in relevant field (Motor & Drives)

**Age :** Should be below 35yrs and This profile will responsible for sales of LT Motors and Rotating machines

Job Description -

- DEALER VISIT, MARKET MAPPING, INCREASE IN BRAND VISIBILITY, AWARENESS, SALES, COLLECTION, MARKETING Responsible for achieving Sales Targets.
- Dealer Relationship will be key responsibilities.
- Must have exposure of B2B & B2C.
- Supporting the dealers for secondary sales,
- Candidate should be able to handle Business Development, new client acquisition, Customer Support, Tender bidding, Key account management and other responsibilities.
- Strong Interpersonal Skills and has the ability to build and maintain good rapport with customers.
- Handle Techno-commercial discussions.
- Worked with senior management to define and execute sales plan for outreach to end users to pull maximum sales.
- Responsible for meeting the targets of the organization through effective planning and budgeting.
- Develop a rapport with new clients, while providing sales support that will continually improve the relationship.
- Managing marketing operations.
- Conceptualising & implementing sales promotional activities,
- Identifying & developing new streams for long term revenue growth
- Analysing latest marketing trends,
- Tracking competitors' activities,
- Ensuring adherence to quality standards,
- Managing dealer network,

- Maintaining relationships with customers and monitoring sales activities in the assigned area,
- Understanding the clients requirements