

Job Description:

Position Title:	Regional Sales Manager - Field Sales - Water Segment
Division:	Industrial
Location:	RSM – Based out of Delhi
Reporting to:	Sales Head
Position Summary:	The Regional Sales Manager will be responsible for all aspects of Sales for Indian Customers and will be expected to contribute to the growth of business and be aligned to the requirements including but not limited to customer specifications, requests for quotes, proposal development, product information, front-line technical support, and special requests. This position will ensure to provide world class support to our customers.
Principal Activities:	<ul style="list-style-type: none"> • Direct support to Customers and Distributors in the area. • Should have excellent relationship with key customers in the area. • Analysis of Technical / Commercial specifications defined by the customer and International Industry standards. • Configuration of the Valves and Accessories in line with enquiry specifications. • Preparation of Techno-Commercial Proposals. • Co-ordination with Distributors and all Internal Departments to communicate customer’s requirements during the development of enquiry responses and formal written proposals. • Provide Product training to Distributor sales force as well as Inside and Outside Sales team. • Coordinate with Internal Departments / Distributors to ensure smooth execution of Orders.
Candidate Requirements:	<ul style="list-style-type: none"> • Excellent ability to analyze and interpret Customer Specifications. • Learning Industry applications and appropriate Valve solutions to address technical issues. • Developing Commercial proposals with appropriate price and cost details. • Interact with customers to develop optimal techno-commercial solutions that meet customer needs. • Background in Valves, System / Industrial products, Projects sales, Tendering, Working with EPC & Engineering Consultants. • Working as a member of a cross-functional team to gain expertise in Sales, Application engineering, Development engineering, Manufacturing, Sourcing, and Commercial disciplines. • Good in meeting deadlines • Must understand capacities issues in an “Engineered to Order” environment • Good NDT knowledge and Quality Documentation. • Good Knowledge of Commercial terms (penalties, guarantees), payment methods, contractual terms, good communication skills required. • Familiar with Sales & Application tools (CRM, selectors, configurators, etc.) • Must be a strong influencer, driven solely by data and facts. • A good understanding of ERP systems • Ability to work as a team.

Education and Experience	Bachelor / master's degree in mechanical
Experience:	Minimum 6-8 years preferably in Valves, if not then Pumps/water meter/pipes/fittings.
Website:	www.magwen.de