

## Senior Sales Manager (future General Manager)

Our client is a German leading supplier and manufacturer of machine tools for roll and workpiece machining worldwide. In order to increase and maintain the business of sales and production subsidiary (40 employees) in India and to ensure smooth transition of a General Manager post, we are looking for a motivated and experienced sales personality on the Indian market.

Location: Kolkata

### Job description:

- Leading of complex sales projects of large machine tools
- Project management from the first contact with the client till order completion
- Direct and manage all operational and strategic aspects including sales, profit, revenue, client relationship and quality targets
- Active consultancy of existing and new customers
- Build and develop staff in order to execute successfully the on-going and future projects in alignment with the overall strategy
- Coordinate the activities between the HQ in Germany and the office in India
- Promotion to General Manager of around 40 employees on middle term

### Requirements:

- Bachelor degree or higher qualification in engineering or business with a good technical background in machinery
- Experience in international sales, preferred in machine tools
- Very good communication, negotiation and sales skills
- Team player, strong in modern leadership and management techniques
- Excellent organisational skills

If you believe you meet the criteria to apply for this role, please send us your detailed CV in English to [application@remel-es.de](mailto:application@remel-es.de).

If you have any questions, please do not hesitate to contact us under +49 160 68 46 712. Roman Remel will be glad to answer your questions. For further information please visit us at [www.remel-es.com](http://www.remel-es.com).