

Date: 22-December-2016

**Job Title:**

Job Code: 2016/005 | Sr. Executive / Asst. Manager – Sales and Marketing (B2B)

**Job Profile:**

We are looking for a qualified engineer with MBA (Marketing) for a Sales and Marketing role on full time basis for B2B Sales and Marketing role.

**Job Description:**

- To market products to potential customer and identify new sales leads.
- Preparing Marketing / Sales presentations
- Managing digital marketing campaigns (SEO, Google Ad-Words, Email Marketing, Social Media Marketing)
- Research organisations and individuals online to identify new leads and potential markets.
- To reach out to new and existing customers and generate sales for the organization.
- Create interest and awareness of products.
- Contacting potential clients via personal visit, email or phone to generate leads and establish rapport.
- Perform market research to identify new trends, opportunities and learn new tools & technologies
- To send timely proposal to customers and follow up.
- Maintain an accurate and updated database. Develop and manage a pipeline of qualified opportunities
- Responsible for meeting or exceeding monthly sales targets.
- Reporting to Executive Director.

**Qualification:**

- Graduation – B.E/ B.Tech in Mechanical / Production / Metallurgy / Electrical
- Post-Graduation – MBA/PGDM with specialization in Marketing
- Need to have good written and verbal communication skills with command over Microsoft Office Products. Working knowledge of AutoCAD is desired.

**Experience:**

- 3 to 5+ years' experience in B2B Sales, proposal and marketing of engineering products.

**Location:**

- Pune

Please send your CV to [jobs@pahwametaltech.co.in](mailto:jobs@pahwametaltech.co.in)