Job Title: Sr. Manager Sales - Aftermarket

Company: Climax Overseas Pvt. Limited

Location: Gurgaon, Haryana, India

Overview:

Climax Overseas Pvt. Limited is a leading ISO/TS 1649/2002 certified manufacturer and supplier of all types of automotive components and assemblies. The company exports to over 30 countries and specializes in engine mounts, center bearings, trailer suspension components, assemblies, and systems for commercial and light commercial vehicles.

As Sr. Manager Sales - Aftermarket, you will be responsible for achieving the sales target and developing and maintaining strong relationships with customers. You will also be responsible for channel development for Aftermarket, negotiating techno-commercial proposals, preparing annual business plans, coordinating with plant and SCM teams for monthly schedules and capacity allocation, and expanding the company's business.

Key Responsibilities:

* Responsible for respective customers and generating new business opportunities (RFQs)
* Achieving sales targets and business plans
* Developing and maintaining strong relationships with customers
* Arranging customer visits to F-M locations as well as arranging F-M persons visit to customers
* Preparing reports and presentations for management meetings
* Channel development for Aftermarket
* Negotiating techno-commercial proposals with customers to solicit business
* Preparing annual business plans and start plans
* Coordinating with plant and SCM teams for monthly schedules and capacity allocation
* Responsible for any other duty assigned by management

Key Requirements:

* Minimum of 13 years of experience in sales and marketing, product management, new product development, new business development, and distributor management, preferably in the automobile and auto components industry
* Good understanding of consumer behavior and ability to work under pressure
* Strong product knowledge and managing abilities
* Proven track record of achieving sales targets and expanding business
* Excellent communication, negotiation, and team leadership skills
* Ability to lead PAN India and regional cross-functional, culturally diverse teams and find solutions to business challenges
* Experience in strategic business planning, finance and budgeting, and operation management
* Ability to act as an owner ambassador of the company and develop contacts in the industry, trade associations, business partners, and other stakeholders

If you have a passion for sales, marketing, and business development and want to work in a fast-paced, dynamic environment, please apply with your updated resume and a cover letter highlighting your relevant experience and achievements.