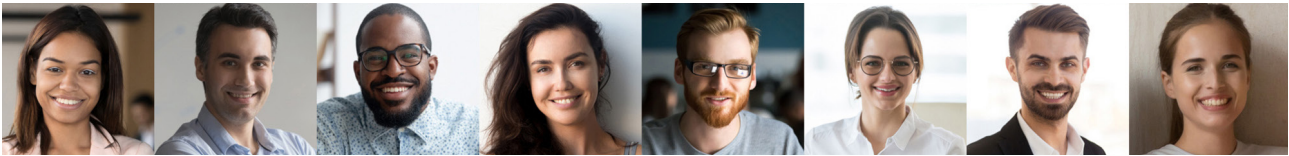




National Sales Manager - India

Ref. NSM_IN_2404

Location: India



Overview

Carlo Gavazzi is a recognized global leader specializing in the design, manufacturing, and marketing of products and networked solutions for the Industrial Automation and Building Automation industries. It includes multiple technologies for Sensors, Relays, Electrical Metering, and Fieldbus Solutions.

Reporting to the Managing Director Asia Pacific, the **National Sales Manager** we are looking for is responsible for the growth of revenue, gross margin and operating profit in India. The role manages sales, marketing and customer service of products from Carlo Gavazzi, and is responsible for specific key accounts with strategic OEMs and primary distributors.

The **National Sales Manager** will lead a team of 10 employees (Sales, Marketing, Customer Service)

What does this mean?

- Develop and implement sales strategies, identifying new business opportunities, and expanding the customer base in India.
- Maximize sales, profit margin, and market share for all Carlo Gavazzi products.
- Align the sales team with corporate sales strategy, initiatives, and Drive new business development in strategic industries through effective leadership of the sales team.
- Collaborate closely with Product Line Managers and Carlo Gavazzi Sourcing Companies to produce accurate budgets and forecasts and for the swift introduction of new competitive products.
- Provide consistent motivation and competency development for employees through coaching, training, and performance feedback.
- Expand and rationalize the distribution network for enhanced efficiency.
- Continuously analyse, respond to, and enhance performance based on relevant management KPIs.
- Organize sales training and seminars for the sales force, distributors, and customers.
- Identify potential opportunities in strategic industry segments, product groups, and distribution channels.
- Formulate and execute action plans with the local Sales and Technical Support teams.
- Cooperate closely with Regional HQ to convey relevant data and improve market penetration and competitiveness.
- Drive major negotiations to secure favourable deals and partnerships.
- Participate in trade shows and other relevant promotional activities.



Requirements

Sounds great! Am I the **National Sales Manager** you are looking for? Let's see:

- At least 10 years' experience selling Industrial Automation components to OEMs and distributors.
- Relevant technical education, preferably within Industrial Automation followed by relevant commercial experience. Alternatively, a commercial degree combined with relevant technical experience.
- Commercial mindset.
- Experience selling to industries such as HVAC, Food & Beverage, Access Controls, EV Chargers, or Mobile equipment.
- Solid and successful experience with B2B sales of automation components to relevant Key Accounts (e.g. OEMs, panel builders, distributors) in the local market.
- Fluent in Hindi, Tamil, English verbally as well as in writing
- Solid management experience with a professionally driven sales organization with full P&L responsibility.
- A dynamic person with entrepreneurial skills and energy with ability and ambition to develop successfully with the company.
- A stable character with high integrity.
- Proactive, Flexible, and adaptable.
- Challenges the status quo for positive improvement.
- Result, goal-oriented attitude, analytical and well-structured.
- Must be able to travel up to 30% (overnight stays) or as required to support a national territory.

Benefits

Why should you apply?

- You will be joining a team of enthusiastic and passionate colleagues.
- You will be working on the design and development of truly unique products, end-to-end. Yes, you can be an inventor! There is nothing more thrilling than seeing your work out there on the market.
- Carlo Gavazzi is a fast-growing company, so you can grow with us and grow in your area of expertise or interest.
- Experience our global diversity and enterprising spirit while helping us create innovative technologies and a positive impact that helps our customer to grow.
- You will get an attractive salary package with a lot of extra benefits.

Carlo Gavazzi is an award-winning company! It has the perfect blend of the small family-owned company culture, with the resources and support of a large global corporation. We focus on the pursuit of excellence with our great people and dedication to our customers.

Interested in finding out more?

Please send your CV to GlobalTalent@carlogavazzi.ch indicating the role as reference you are interested in. Browse our website (www.gavazziautomation.com) or visit our [LinkedIn page](#)

The **Data Controller** is Carlo Gavazzi Automation Singapore Pte Ltd with registered office in: 61 Tai Seng Avenue #05-06 Print Media Hub @ Paya Lebar iPark 534167 - Singapore sales@carlogavazzi.com