

## **Job Title : Product Manager ( Sensor Division )**

<b>Job Locations</b>	: Bangalore
<b>Work Experience</b>	: Min 10 Yrs.
<b>Annual CTC</b>	: At par with market standards.
<b>Other Salary details</b>	: Incentive, Bonus, Yearly increment, Allowances, Mediclaim etc.

### **Knowledge, Skills and Abilities Required**

- ❖ Bachelor's degree in electrical / Electronic Engineering.
- ❖ Minimum of Ten (10) years+ of demonstrated application solutions sales experience with OEM and end user customers.
- ❖ Sales experience with some or all of the following applications is a plus:
  - Sensors – Factory Automation Products
  - Fork and Label Sensors
  - Ring and Tube Sensors
  - Vision Sensors
  - Handheld Products
  - Light Curtain
  - Value Added capabilities with all product sales
  - New technologies for emerging markets
- ❖ Applied knowledge and selling experience in selling component or passive products to OEM or distributor accounts.
- ❖ Highly motivated self-starter and financially driven.
- ❖ Ability to multi-task and work cross-functionally.
- ❖ Team player mentality but able to work independently as required.
- ❖ Good organization skills.
- ❖ Ability to sell Direct and via Indirect Distribution Channels.
- ❖ Energetic, aggressive, and focused.
- ❖ Strong interpersonal, listening, questioning and communication skills (written and oral).
- ❖ Ability to excel within a 'high velocity' selling model.
- ❖ Ability to travel and be productive in a remotely managed territory.
- ❖ Must be proficient with Microsoft Word, PowerPoint, and Excel.
- ❖ Energetic, aggressive and focused.

### **Responsibilities**

- ❖ Introduce and sell Automation Combine products and Lifetime Services to both existing and new account prospects to achieve established goals and grow market share.
- ❖ Develop direct customer relationships using deep understanding of customers business needs, production applications and technical language utilized in their industry. Provide consultative sales techniques, to uncover customer needs and solve difficult applications. Providing solutions that are differentiated to improve customer production quality control and production efficiency.

- ❖ Introduce Automation Combine's new products, solutions, systems and Lifetime Services with a sense of urgency. Continued product leadership in the marketplace is of paramount importance.
- ❖ Identify and qualify potential accounts that match Automation Combine product and application competencies.
- ❖ Execute high velocity sales with OEM, Solution Providers, System Integrators and End User Customer.
- ❖ Provide excellent customer service by effectively managing customer expectations.
- ❖ Successfully build relationships (internally & externally) with customers to achieve assigned sales.
- ❖ Daily interaction with customers (internally and externally).
- ❖ Maintain a high degree of technical understanding on the assigned sub-set of products. This includes all technical aspects and surrounding applications.
- ❖ Troubleshoot and diagnose both hardware and software without being on-site. This requires acute processing of descriptive information delivered by phone, email, text or via a remote connection etc.
- ❖ Attain monthly and yearly sales goals/quotas established by management.
- ❖ Timely completion of assigned reporting activities.
- ❖ Cooperative selling and strategic planning with authorized distributors will be part of the assignment.
- ❖ Conduct product training sessions at distributors or customer sites.
- ❖ Coordinate sales efforts with Automation Combine's Partners.
- ❖ Other duties as assigned by management.
- ❖ Represent Automation Combine in a professional, ethical, and socially responsible manner.
- ❖ Represents the Automation Combine Guiding Principles through personal and business interactions with employees, distributors, and colleagues.
- ❖ Regular attendance and timeliness.