

AXISCADES Technologies Limited is currently looking for a **Sales Manager** for **Automotive, Energy, and Mechanical Engineering** industries to join in **Germany**.

AXISCADES is a leading, end to end engineering solutions and Product Company. We bring expertise that caters to the digital, engineering and smart manufacturing needs of large enterprises. With decades of experience in creating innovative, sustainable and safer products worldwide, AXISCADES delivers business value across the entire engineering lifecycle.

### **Position Responsibilities**

- Lead and manage business, Team Development in India
- Maintain and improve customer satisfaction for the OEMs clients across service offerings
- Help to develop strategies. Plan & meet key customer needs in support of local market.
- Build and manage key relationships across the German Automotive, Energy, and Mechanical Engineering industries.
- Developing a solid and trusting relationship between clients-Key Stake Holders and company-Senior Management.
- Should have Handled OEMs as direct Sales responsibilities in past.
- Develop a long term Strategic growth plan focusing the client needs and Company sales objectives and Resolving key client issues and complaints.
- Negotiate contracts with the client and establish a contract adherence mechanism within the company.
- Cross functional team experience to ensure the highest quality of materials are being produced and all client needs are met.

### **Key Accountabilities**

- Undertake business development activities and bring growth to organization.
- Build and update pipeline of services opportunities using appropriate the new 'win business' processes.
- Support the continued development of the AXISCADES Germany strategy and keep aligning them as per market dynamics and key client strategies.
- Expanding relationships and bringing in new business.
- Collaborating with the local sales team to maximize profit by up-selling or cross-selling.
- Establishing and overseeing internal budgets with the company and external budgets with the client.
- Planning and presenting reports on account progress, goals, and quarterly initiatives to share with team members, stakeholders, and possible use in future case studies or company training.

### **Key Skills**

- Extensive exposure to multi-cultural customers, Team development and partner companies
- Successful track record in leading teams and delivering against business strategy
- Has worked in a global matrix organization and within a diverse cultural environment
- Program management of complex, multi-site based programs
- Ability to think strategically and tactically working independently and on personal initiative
- Personable with good communications skills
- A track record of personnel and staff management ideally in an engineering or supply chain organization
- Bi-lingual – English and Germany

### **Qualifications (Required Skills/Experience)**

- Leadership attribute, highly energetic and self-motivated,
- Excellent communicator both verbally and written at all levels, internally and externally.
- BE/B.Tech and MBA from Tier 1/Reputed Institution
- Ideally 12+ years' experience in a Customer facing role.

AXISCADES is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation and gender identity.