

SEW EURODRIVE		HUMAN RESOURCES	Reference No. 6144		Next Review Aug 2027	
SEW-EURODRIVE Ind Pvt Ltd			JOB DESCRIPTION	Revision No. 0	Date 01.01.26	
JD	Human Resources			Compiled By JD-6131	Approved By JD-6001/ 6002	Issued By JD-4531

POSITION : DEPUTY MANAGER – TECHNICAL SALES (RESIDENT)

WORK LEVEL: 04

RESPONSIBILITY:

1. Building the SEW brand and value proposition in the market
2. Achieving sales targets to OEM/EU customers in the area assigned
3. Ensuring service and application support to customers in the area
4. Achieving profitability targets given by the branch manager
5. Controlling of receivables
6. Timely collection of statutory forms
7. Identification and encashment of project business
8. Managing and developing relationships with customers
9. Forecasting and reporting of sales, trends and competitor activities
10. Development of distribution channels
11. Sales promotional activities like technical seminars, presentation
12. Administration of accounts for self
13. Responsible to maintain documents and records as per QMS procedure of the department

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AUTHORITY:

1. Decision on FOC Replacement, FOC Service (jointly with branch Manager)
2. Decisions on pricing (jointly with Branch Manager)
3. Customer Entertainment (with permission from Branch Manager)

DIMENSIONS:

Area : Region assigned
Direct Reporters : 0
Turnover : 2% of company's turnover

PROFILE:

EDUCATION : Graduate in Mechanical/Electrical/Electronics engineering from reputed institute
EXPERIENCE : Minimum 2 years and above in selling similar products
SKILLS REQUIRED : Customer Relationship Management, Sales skill, Presentation Skill, Negotiation skill