

		HUMAN RESOURCES		Reference No. 6146		Next Review Aug 2027			
				Revision No. 0		Date 01.06.26			
SEW-EURODRIVE Ind Pvt Ltd		JOB DESCRIPTION		Compiled By JD-6002/ 6003/7101		Approved By MD		Issued By JD-4531	
JD	Human Resources								

POSITION: Deputy Manager - Sales & Marketing (MMHS)

WORK LEVEL: 4

FUNCTION: Business of Movitrans / Battery based RGV, AGV, EMS based mobile material handling system solutions using Maxolution product portfolio of SEW

RESPONSIBILITY:

1. Building the SEW-Mobile Material Handling Systems (MMHS) brand and value proposition in the market.
2. Understanding MMHS market, SEW product and solution range. Keeping oneself updated about emerging trends in market.
3. Understanding customer requirements and providing appropriate saleable solution. Able to do feasibility study. Acquiring required Knowledge, competency and product knowhow to keep himself updated.
4. Business development through product presentation and webinars.
5. Generating enquiries for sales branches to develop MMHS Business.
6. Achieving sales targets for MMHS related products and solutions portfolio.
7. Defining supply scope, collecting required technical information and submitting to MMHS engineering team for costing.
8. Arranging & participating in customer meeting with MMHS team for all technical discussion.
9. Preparing techno commercial offer in consultation with MMHS, respective RM & BM. Keeping follow-up of enquiries till closure. Keeping records of project progress and revisions done in term of techno-commercial changes.
10. Focus on complete turnkey solution package order including load handling devices and accessories.
11. Responsible for execution at customer site and ensure timely completion of project as per agreed scope/ technical specifications in coordination with MMHS & Sales team. Ensuring proper formal closure of project.
12. Ensuring service and application support to customers.
13. Managing and developing relationships with customers.
14. Forecasting and reporting of sales, trends and competitor activities.
15. Contribute towards achieving profitability for the branch as per branch set target.

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16. Monitor competitor activities and emerging market trends; report insights to Regional Manager through MIS.

17. Mentoring sales engineers to generate sales leads.

AUTHORITIES:

- Decision on FOC Replacement, FOC Service (jointly with RM)
- Decisions on pricing (jointly with BM & RM)
- Customer Entertainment (with approval from RM)
- Input to BM on performance appraisal related to MMHS for sales Executive/ GETs.

DIMENSIONS:

Area: North-East / West /South

Value: 400-500 MINR

Reporting to: Regional Manager - Sales & Marketing

PROFILE:

EDUCATION: BE (Electrical / Electronic Engineering/ Mechatronics)

EXPERIENCE: Min. 8-10 years in the field of material handling industry.
Experience in handling turnkey projects.

SKILLS:

- Should be familiar with AGV, RGV, EMS , Conveyors, Lifters products and latest trend technology for system solutions.
- Strong technical knowhow of material handling product and solutions.
- Project management & execution knowledge.
- Should have sound communication, presentation skills for business development.
- Should have the knowledge of providing different SEW system solutions.