

Join Us!

Assistant Manager – Sales & Business Development

**Location:
Bangalore, India**



Noratel is a global manufacturer of power magnetics. Our vision is to be the leading strategic partner of high-class solutions for electrical transformation worldwide by delivering outstanding quality, service, competitiveness and innovation that will help our customers succeed in their markets.

To meet our vision and support our further growth we are searching for an experienced **Assistant Manager – Sales & Business Development** for our Bangalore, India location.

Our ideal candidate for an Assistant Manager – Sales & Business Development should be well-versed in key areas:

- » Bachelor's degree in technology or engineering or a related field.
- » Six to Eight years of Sales & Business Development experience is a must.
- » Proven track record of success in sales, preferably in the electrical equipment or industrial sector.
- » Strong understanding of magnetic wound components, their functionalities and applications.
- » Excellent communication and interpersonal skills to establish rapport with customers.
- » Strong negotiation and persuasion abilities to close deals and achieve sales targets.
- » Self-motivated, proactive, and results-oriented mindset.
- » Ability to work independently as well as collaborate effectively within a team.
- » Proficient in using CRM software and other sales tools.
- » Willingness to travel to customer sites as required.



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Essential duties and responsibilities:

Sales & Business Development:

- » Identify and target potential customers in industries that require Magnetics components, such as Renewable, Automation, Mobility and Medical.
- » Conduct market research to identify trends, competitors, and customer needs.
- » Develop and execute sales strategies to meet or exceed sales targets.
- » Generate leads through cold calling, networking, referrals, and attending industry events.
- » Present and demonstrate our products portfolio to potential customers.
- » Negotiate contracts and pricing terms with customers, ensuring profitability and customer satisfaction.

Contract Management:

- » Build and maintain strong relationships with existing customers, ensuring their satisfaction and identifying opportunities for upselling and cross-selling.
- » Understand customer requirements and provide technical assistance, solutions, and recommendations based on their needs.
- » Address customer inquiries, concerns, and complaints in a timely and professional manner.
- » Collaborate with internal teams, such as engineering, production, and logistics, to ensure smooth order processing and delivery.

Sales Reporting & Forecasting:

- » Maintain accurate and up-to-date records of sales activities, customer interactions, and opportunities in the C2/CRM system.
- » Prepare regular sales reports, including sales forecasts, pipeline analysis, and market trends.
- » Analyse sales data to identify areas for improvement and develop strategies to maximize sales performance.

Product Knowledge & Industry Experience:

- » Stay updated on industry trends, emerging technologies, and competitive landscape in the transformer market.
- » Continuously enhance product knowledge and effectively communicate the features, benefits, and applications of our transformer products.
- » Provide feedback and insights to the product development team regarding customer needs, market demands, and potential product improvements.

About Noratel Group:

Noratel was established in 1925 and is servicing the industry worldwide, evolving to meet the ever-changing demands of our customers. Today we are a leading global provider, proud to offer the most comprehensive range of transformers, reactors, and power supplies. Besides a comprehensive standard range product portfolio, the majority of Noratel production is dedicated to custom design and manufacturing to meet the requirements of OEM customers. Noratel employs 2 000+ people across 13 countries in Europe, Asia, and North America. Corporate headquarters are based in Hokksund, Norway.

Employment Type

- » Full-time

Start date:

- » To be agreed.

For more details about the position, please contact:

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