

JOB Description:**Position: Sales Leader/Business Development Leader****Responsibilities:****Job Description:**

- Achieving order book, invoicing and profitability targets for the region.
- Prospecting, qualifying, proposing, negotiating, and closing business deals.
- Building credible and lasting relationships with prospects and customers for repeat business.
- Setting customer expectations consistent with service offerings and delivery potential.
- Developing a healthy pipeline of suspects and prospects and accurately forecasting business deals to be closed.
- Attending and representing the company at various business and industry meetings and trade shows

Qualities:

- In-depth knowledge of the Automotive Industry specially in Interiors
- An account "hunter" with high interpersonal communication skills (Verbal and written)
- Experience of direct selling is must with working experience in handling presentation's & RFQ's
- Successfully pursued business that supports core engineering services for OEM's from design to material & geometry testing.
- Ability to convince, handle objections, and closing deals quickly
- Good network in the Indian automotive market
- Requires highly motivated individual with a competitive personality and strong attention to detail.
- Experience in working and succeeding in a goal driven environment
- Good hands on of MS Office Suite (Word, Excel, Outlook, and PPT)