



Senior Sales Manager (Hunting)

Work Areas

Strategic Sales & Business Development | Technical Sales & Solution Positioning

Location

Gurgaon/Bangalore

Department

Sales

Employment type

Permanent Full-Time

About Us

Elecbits is India's leading full-stack, vertically integrated Electronics engineering and manufacturing organisation, enabling customers like Panasonic, Yamaha, Maruti Suzuki, OLA, Valeo, and 200 others to go from idea to mass production in a simpler, faster, scalable manner.

We are on a mission to build the digital and physical infrastructure for every electronics enterprise on the planet.

Role Overview:

We are seeking a dynamic and strategic sales professional with deep expertise in EMS, PCBA, Box Build, and Cable Assembly services. This role involves owning the entire sales lifecycle—from lead generation to deal closure—while collaborating closely with cross-functional teams to deliver tailored manufacturing solutions. The ideal candidate will have strong industry knowledge, excellent stakeholder engagement skills, and the ability to develop strategic sales plans, manage CRM pipelines, and drive business growth in a competitive electronics manufacturing landscape.

Responsibilities:

We are on a mission to build the digital and physical infrastructure for every electronics enterprise on the planet.

Strategic Leadership & Planning:

1. Deliver strategic sales pitches and presentations tailored to All levels of stakeholders, leveraging a deep understanding of EMS/PCBA/Box Build/Cable Assembly services.
2. Develop a strong understanding of the target clients' products, applications, and manufacturing needs to effectively position our services and solutions.
3. Articulate the value proposition of our electronics manufacturing services, highlighting our capabilities in areas such as [mention specific capabilities like PCB Fabrication, BOM Procurement ,PCBA Assembly, Enclosure, testing, etc.

Team Building & Management:

1. Foster a collaborative and innovative team environment, promoting professional growth and knowledge sharing.
2. Collaborate with technical teams to develop tailored manufacturing solutions that meet the specific requirements and challenges of prospective clients.
3. Maintain strong connections and networks within the industry to facilitate team growth and access to expertise.

Product Development & Execution:

1. Own the entire sales lifecycle: from lead generation and qualification to proposal development, negotiation, and deal closure.
2. Effectively manage and navigate complex, multi-stakeholder sales processes, providing clear communication and building trust throughout.
3. Actively participate in industry events, trade shows, and conferences to expand your network and identify new leads.
4. Develop and execute strategic sales plans for acquiring new business and accurately forecast sales activities and revenue.

CRM-Driven Sales Execution

1. Maintain accurate and up-to-date records of all sales activities, contacts, and opportunities within our CRM system and build and maintain robust sales pipelines using tools like CRM (e.g., Pipedrive, Navision) and continuously hunt for high-potential business opportunities.
2. Work closely with operations, engineering, and quality teams to ensure a smooth transition from the sales process to successful manufacturing and delivery.
3. Stay informed about the latest trends, technologies, and competitive landscape within the electronics manufacturing industry.

Requirements:

Must Haves:

1. Strong understanding of electronics manufacturing processes, technologies, and quality standards (e.g., IPC standards, ISO certifications).
2. Exceptional communication, presentation, and interpersonal skills.
3. Strong negotiation, problem-solving, and analytical skills.
4. Strong knowledge of e-procurement systems, contract lifecycle, and export documentation.
5. Ability to travel as required to meet with prospective clients and attend industry events.

Education & Experience:

1. Bachelor's degree in Engineering (Electrical, Electronics, Industrial), Business Administration, or a related field.
2. Minimum of 8-12 years of direct sales experience highly preferred (Preferred companies - Dixon Technologies (India) Pvt Ltd, Foxconn India, Kaynes Technology, SFO Technologies, Jabil Circuit India Pvt Ltd, Centum Electronics etc).
3. Proven track record of successfully hunting and closing new business deals with electronics manufacturing companies.

How to Apply?

Please mail your resume at careers@elecbits.in in the following format.

- Mail Subject: {{name}} - Application for {Senior Sales Manager (Hunting)}

Also, add the following details while mailing

- Total work experience as a {Profile Name} (in years/months)
- Current CTC Date of joining Attach your latest resume

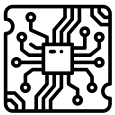
Note: We are looking for immediate joiners with a maximum notice period of 1 month. This would be an in-office role for our Gurugram branch.

What makes Elecbits a great place to work:

We believe electronics is more than a field—it's the foundation of the future. From design to prototyping to production, we're reimagining how hardware companies innovate, collaborate, and scale.

We're not just building a company—we're building the foundation for a global electronics revolution, with India at the forefront.

So if you believe in the power of Electronics to change the world, and you're ready to build the infrastructure that makes it all possible—join us.



Engineering Centric Culture

We foster a hands-on culture where passionate engineers solve real-world problems at the intersection of hardware and firmware.



High Ownership, High Impact

Hardware is hard and everyday we are working towards changing that with a team that takes high ownership and creates large impact



Built in India, For the World

We're here to make India the next global hub for electronics innovation and manufacturing. Every line of code, every PCB — brings us one step closer.



'Building the digital physical infrastructure for every electronics enterprise on the planet'



[linkedin.com/company/elecbits/](https://www.linkedin.com/company/elecbits/)



elecbits.in



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