

Job Role–

Driven Sales Hunter for the electronics manufacturing industry, specializing in new OEM/EMS business acquisition through strategic engagement and value-based solutions. Requires expertise in complex sales, client relationship management, and exceeding revenue targets.

About Elecbits

Elecbits is a tech-enabled B2B platform that helps Electronics Enterprises to go from an idea to a shelf ready, commercial Electronics Product. We cover the end-to-end intricacies involved in the Electronics product development & manufacturing cycle using 25+ micro-services on our platform.

We are proud to have worked with more than 100 eminent enterprises, digitizing their product development and manufacturing lifecycle. Some notable names are Ola Electric, Urban Company, Maruti Suzuki, Bosch, V-guard, Luminous, Phone pe, Escorts Kubota, Napino, etc. We are the largest B2B Electronics development and manufacturing platform of its kind, having more than 3000 global Electronics manufacturers and suppliers on our platform.

Key Responsibilities

Targeted Prospecting:

Deliver **strategic sales pitches and presentations** tailored to All levels of stakeholders, leveraging a deep understanding of EMS/PCBA/Box Build/Cable Assembly services.

Market and Application Understanding:

Develop a strong understanding of the target clients' products, applications, and manufacturing needs to effectively position our services and solutions.

Value Based Selling:

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].

Solution Development:

Collaborate with technical teams to develop tailored manufacturing solutions that meet the specific requirements and challenges of prospective clients.

Complex Sales Cycle Management:

Effectively manage and navigate complex, multi-stakeholder sales processes, providing clear communication and building trust throughout.

Ownership from Prospecting to Closure:

Own the entire sales lifecycle: from lead generation and qualification to proposal development, negotiation, and deal closure.

Industry Networking:

Actively participate in industry events, trade shows, and conferences to expand your network and identify new leads.

Sales Planning and Forecasting:

Develop and execute strategic sales plans for acquiring new business and accurately forecast sales activities and revenue.

CRM Management:

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.

Collaboration:

Work closely with operations, engineering, and quality teams to ensure a smooth transition from the sales process to successful manufacturing and delivery.

Market Intelligence:

Stay informed about the latest trends, technologies, and competitive landscape within the electronics manufacturing industry.

Why Join Us?

Work hard, party harder:

Our mantra balances dedication and celebration.

No self-imposed limits:

We encourage you to push your boundaries and reach your full potential.

Energized environment:

Our company's energy fuels growth and self-improvement.

Good vibes only:

We foster a positive and supportive atmosphere for all.

Preferred Skills:-

- Bachelor's degree in Engineering (Electrical, Electronics, Industrial), Business Administration, or a related field.
- 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.
- Proven track record of successfully hunting and closing new business deals with electronics manufacturing companies.
- Strong understanding of electronics manufacturing processes, technologies, and quality standards (e.g., IPC standards, ISO certifications).
- Exceptional communication, presentation, and interpersonal skills.
- Strong negotiation, problem-solving, and analytical skills.
- Strong knowledge of **e-procurement systems**, contract lifecycle, and export documentation.
- Ability to travel as required to meet with prospective clients and attend industry events.

Job Type**City****Cost to Company**

Full Time

Gurugram/Bangalore

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 (in years/months)

Current CTC

Date of joining

Attach your latest resume

Be a part of our team that works toward Exponential growth:-

We are looking for immediate joiners with a maximum notice period of 1 month.

This would be an in-office role for our Gurugram/Bangalore branch.