



Job Description

Sr. Manager - Enterprise Sales

Company Information

Eetamax manufactures and distributes industrial LED lighting solutions and smart Lighting Automation solutions to industrial houses across India. State-of-the-art Design lab and Manufacturing plant are located in MIDC industrial area in Ahmednagar, Maharashtra. Sales offices are spread around Maharashtra, Karnataka, and Gujarat. As an active member of various lighting industry bodies like ISLE and ELCOMA, Eetamax strives to contribute to the continual progress of the Indian lighting industry.

Position Overview

Designation:	Sr. Manager - Enterprise Sales
Reports to:	General Manager - Sales & Marketing

Responsibilities

1. Introduce Eetamax brand to various specifiers that work on industrial projects and get Brand Approval.
2. Through close interactions, develop good rapport with said specifiers and feed the sales leads of upcoming specified projects to respective regional sales persons.
3. Conceptualize and organize events with specifiers for creating brand awareness, and product promotion.
4. Represent Eetamax at various industrial exhibitions that we participate in.
5. Coordinate similar activities as above for various Aggregators, MEP consultants and the country's major Turn-key Project houses.

Required qualifications

Education:	Any diploma/graduation/post graduation in Electrical field
Work Experience:	10+ years of work experience in the Electrical Industry Exposure to project work, pre-tendering design and specifications process preferred Persons who've taken voluntary retirement or with previous business attempts are also suitable
Trainings & Certifications:	Members of Indian Society of Lighting Engineers (ISLE) will be given higher preference

Required skills

1. Patience and persistence in follow-up with specifiers
2. Ability to understand and express the product strengths and value proposition effectively
3. Capable of holding your own in mature conversations with Consultants as well as Senior Executives of large business houses
4. Good networking skills and existing wide reach in various industrial segments
5. Fluency with MS Office and Google GSuite

Desired Demographics

Expected age	35 to 50 years
Location	Based out of Pune. Intermittent traveling to Kolhapur and Mumbai.

Salary range

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Job vacancy code: EE/0119/SL/SP/1

Eligible for internal referral: Yes

Contact for applying: hr@eetamax.com