

Employment Opportunities

At Holtec Asia, we endeavor to provide a dynamic and technologically advanced work environment in which every associate can participate enthusiastically, with the peace of mind and security of working in a stable company. Careers are built on knowledge and experience. We offer motivating and engaging job opportunities in a variety of areas, while supporting professional growth. Our work culture fosters and promotes diversity and equal opportunity. We do not discriminate on the basis of caste, religious or political affiliation, gender, nationality, age, sexual orientation or disability.

Join Holtec Asia's team of dynamic professionals and experts to fulfil your aspirations, foster your career growth and be rewarded and recognized for your success. Explore current career opportunities at Holtec Asia today. All positions are permanent, long term, and carry compensation and benefits as per industry standards.

How to Apply

Send your resume and cover letter with position code to careers@holtecasia.com

Sales/Marketing Manager – Exports

Position Code: SMME/2021

Job Responsibilities

- Identify new projects in the assigned territory/region and collect all relevant data/information on the project, including the owner, financing, EPC, major equipment suppliers, etc.
- Establish contact with potential clients, make marketing presentations showing our technical superiority, create and develop a rapport to ensure Holtec becomes a preferred vendor
- Maintain existing relationships with customers
- Generating enquiries for the company's products, get techno-commercial offers prepared, submission, follow up, attend to queries, until the order is finalised.
- Negotiate contracts, including technical and commercial terms
- Prepare budget and hand over to projects for execution
- Support projects team during execution of contract
- Prepare sales budgets, targets (yearly/quarterly) and 3-year rolling plan
- Attend trade shows, conferences and other marketing events
- Gather overall industry competitor information as well as specific target enquiries/projects

Required Qualifications

- Degree in Engineering (Mechanical/Chemical is preferred)
- 10-15 years of working experience in sales/marketing process equipment in manufacturing companies in the market areas of Gulf, South-East Asia
- Proven direct hands-on work experience in the field of power
- Knowledge of sales management techniques and tools



A504, G-O-Square, Aundh-Hinjewadi Link Road
Wakad, Pune, Maharashtra, 411057, India
Tel: +91.20.6792.0900
www.holtecasia.com

- Proficiency in communication and customer handling/management
- Experience in sales analytics, forecasting, costing and technical competence
- Offers excellent commercial acumen, knowledge of contract terms and statutory requirements in the target market areas