Position No. 83

OUTLINE JOB DESCRIPTION

Title: Assistant Manager Marketing – Air Movement

Reporting to: Regional Sales Manager (Southern Region) – Air Movement

Location: Chennai

The Company:

The Flakt Woods Group is an international company formed through the merger in 2002 of two of the world's leading players in the air management business.

Flakt (coming out of ABB) has a broad technology base covering ventilation systems and many industrial air movements and cooling applications. Woods (coming out of Marconi) is the world leader for axial fan technology.

As a combined business, the Flakt Woods Group has a turnover of €670M, EBITDA margin above 8%, and over 3200 employees. The Group has industrial operations in over 20 countries and sales resources in more than 30 countries and has, therefore, the capability to provide customers with application specific solutions and unrivalled levels of service worldwide.

Flakt (India) Ltd has been an active player providing air handling products and solution (centrifugal and axial fans) to the industrial and infrastructural segments for over 50 years. The name 'Flakt' symbolizing quality products and solution, is perceived by the customers as a dependable partner who is capable of translating customers' requirement into an effective solution.

Equipped with 4 manufacturing facilities, several marketing offices through out India, a dedicated design engineering team and engineering/service set up, the Company believes in serving the customer with passion.
The Company has charted a well defined growth strategy which focuses on its existing air handling products and intends to leverage the Flakt Woods Group expertise in various other Air Climate products and solutions. The Company believes that its strategy will be creating value for its stakeholders which also includes its customers, suppliers and its employees.

Main Purpose of Role:

To look after front line sales of Air Movement Division in the Southern Region to achieve the order booking target in terms of top line volume at targeted margin. Candidate must be knowledgeable about the market and be able to convert the sales pursuits into order.

Main Duties and Responsibilities:

- Solely dedicated for generation of sales of Heavy duty fans for Infrastructure industry.
- Generation of enquiry by exploring the market.
- Receipt of enquiry and maintaining record in enquiry register for HDF fans.
- Collection of input/ clarifications (if any) from customer.
- Preparation of offer and timely submission.

- Attending techno-commercial discussions, price negotiations resulting in closure of the deal.
- In case of order, allotment of order number, updation of order register, transfer of order along with the all relevant documents like DIDs, copy of the PO, order acceptance etc.
- Collection of advance.
- Follow-up for drawing approvals from customer, regular interaction with order handling at factory on progress of the job, getting dispatch clearances etc from customer facilitating delivery of material.
- Collection of payment for orders in South pertaining to Heavy Duty Fan Industry.
- Coordinate with service team in case of any service related issues with customer.

Person Specification/Profile:

- Must be minimum a Graduate Mechanical Engineer from an acceptable Engineering college.
- Should have a minimum experience of 6 years in Sales/Marketing of Heavy Duty Fans/ Capital Equipment.
- Must have excellent Selling skills
- Must possess a good technical knowledge
- Must have good contacts in the market
- Must have good command over English, Tamil, Telugu, local languages and be able to effectively communicate.

This job description is not regarded to be totally exhaustive of all duties and activities required by the post. The post is subject to the needs of the business and will develop and change in line with prevailing market conditions, competition and development of the territory.