

## **Senior Manager – Sales and Marketing**

**Location:** Mumbai

### **Profile Summary:**

To lead and manage the Business Development activities for Inspection, Construction and Project Management services for PAN India market in active business sectors comprising Oil & Gas (On-shore & off-shore), Power, Infrastructure, Renewable Energy Projects, Industrial Materials and Automobile.

### **Key Responsibilities**

- Preparing annual sales plan, budgets, setting and achieving targets on a quarterly basis.
- Undertake and report sales and targets performance review
- Develop and implement new business lines penetration strategy and identify growth sectors
- Market analysis and intelligence to feed into the sales growth and business development tactics.
- Identify and develop business opportunities at regional level
- Provide commercial support to the sales organisation at regional level
- Manage and maintain key customer accounts through relationship management
- Ensure client retention and implement practices for the same.
- Presenting business landscape and performance

### **Key Performance Measures**

- Quarterly Sales and Revenue Targets as set by the board
- Pre-qualification and empanelment in new business areas (government and non -government)
- Sales Pipeline
- Sales/Revenue from new business lines
- Client relationship – retention of existing clients
- Market intelligence- price competitiveness and percentage hit rate of projects
- Customer satisfaction target
- Company services- visibility across industry sectors

### **Qualification and Experience**

- Graduate Engineer (preferably Mechanical Engineering) with a post graduate in business management/administration
- Minimum of 8 years sales and marketing experience in Third Party Inspection, PMC Services in sectors comprising of Oil & Gas / Petrochemical/Power / Manufacturing / Infrastructure/ Engineering / Procurement/ Fabrication
- Proven delivery of sales targets in both governmental and private sectors in the industry sector of relevance to VCS.
- Excellent presentation skills and representation of the company.