



Area Sales Manager - South India

Ref. ASM_SI_IN_2609

Location: Chennai / Bangalore - India



Company Overview

Carlo Gavazzi is a recognized global leader in the design, manufacture, and marketing of components and networked solutions for Industrial Automation and Building Automation. The Group offers a broad portfolio spanning sensors, relays, and energy management solutions, serving customers worldwide with innovative, high-quality products.

The products are marketed across Europe, America, and Asia-Pacific through a network of 23 own sales companies and around 60 independent national distributors.

The Opportunity

The **Area Sales Manager (South India)** - will be responsible for driving new business development and expanding Carlo Gavazzi's product line across South India. Reporting to the Director – India Business, the role will involve working closely with the distributors & customers, identifying new opportunities, and building relationships within strategic industries.

The role will also require collaboration with the International Product Management team to identify market trends and assess business opportunities.

Key responsibilities:

- **Business Development:** Drive new business and market penetration for the assigned region in India, targeting strategic industries.
- **Sales & Marketing:** Execute strategies to exceed revenue targets, upsell, cross-sell, and introduce new products to customers, including OEMs.
- **Customer Management:** Build strong relationships, address technical/commercial needs, and provide tailored solutions.
- **Market Analysis:** Track trends, competitor activity, and customer need to inform strategies and product alignment.
- **Collaboration:** Work with the Product Management team to align products with market demand and share insights.
- **Performance Tracking:** Monitor sales performance, forecast goals, and report progress to management.
- **Industry Engagement:** Represent the company at trade shows and events to build relationships and explore opportunities.
- **Travel:** Travel as required across your region for meetings and events.



Qualifications & Requirements

- **Education:** Bachelor's degree in engineering (Electronics, Electrical, or related field).
- **Experience:** 8-10 years in product management, sales, or business development of Sensors, Controls and Switches.
- **Industry Knowledge:** Strong understanding of industrial automation technologies and applications.
- **Sales & Business Development:** Proven track record in business generation, customer acquisition, and relationship building with OEMs, system integrators, and key accounts.
- **Languages:** Proficiency in English, Hindi; regional language is a plus.
- **Technical Expertise:** Solid technical background with the ability to present solutions clearly.
- **Software Skills:** Familiar with CRM systems (Salesforce, HubSpot, IFS) and Microsoft Office.
- **Personal Qualities:** Self-motivated, proactive, adaptable, and able to work independently and as part of a team.

Why Join our Team

- **Innovative Products:** Be part of a fast-growing company working on cutting-edge products that make a difference in the world of automation.
- **Career Development:** Carlo Gavazzi offers excellent opportunities for personal and professional growth. You will have the chance to expand your skills and knowledge in a global environment.
- **Great Team:** Join a passionate team of professionals and collaborate with colleagues who share your enthusiasm for technology and customer service.
- **Attractive Compensation:** We offer a competitive salary package along with a range of benefits.
- **Award-Winning Company:** Carlo Gavazzi is proud of its achievements and strives for excellence in everything we do. Your contributions will help drive our continued success.

Application process

Interested candidates are invited to submit their CV to GlobalTalent@carlogavazzi.ch
Please reference "**Area Sales Manager - South India, India**".

Learn more about us www.gavazziautomation.com or visit our [LinkedIn page](#)

The **Data Controller** is Carlo Gavazzi Automation India Pvt Ltd - 1105/06, Kamdhenu 23 West, Thane Belapur Road, TTC Industrial Area Kopar Khairane - 400709 - Navi Mumbai - India
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