


JOB DESCRIPTION	
Position Title	General Manager – New Product Sales
Reports To	Chief Operating Officer
Department	New Product
Qualification	A bachelor's degree in electrical engineering (B.Tech in electrical engineering) is mandatory. An MBA would be a plus.
Work Experience	7-10 Years
Primary Duties	Develop and implement sales strategies for Battery Energy Storage Systems, Solar Thermal Systems, and E-Generators.
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	Identify and target large corporates, government institutions, factories, and other large-scale entities.
	Drive project sales, manage the sales pipeline, and ensure the achievement of segment targets.
Secondary Duties	Build and maintain strong relationships with key customers and stakeholders.
	Recruit, train, and manage a high-performing sales team.
	Provide regular reports on sales performance, market trends, and customer feedback to senior management.
	Work closely with other departments, such as marketing, engineering, and finance, to ensure the successful implementation of sales strategies.
Skills Required	Strong leadership and team management skills.
	Good presentation skill
	Excellent communication and interpersonal skills.
	Strategic thinking and problem-solving abilities.
	Proficiency in sales forecasting, lead generation, and pipeline management.
	Ability to work under pressure and meet deadlines.
Location	Chennai
Email ID	jobs@hykonindia.com
Contact	85930 75050

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