


PAN India	
	<b>Job Description</b> <b>Bushing Sales Manager</b>

**I. Overview:**

The Bushing Sales Manager develops new business relationships and expands current relationships with large strategic OEM customers. PAN India responsibility for developing and managing bushing business in core sectors like Automotive, 2-Wheelers (Shock Absorbers) and Off-highway. The position reports directly to the Director of Sales.

**II. Job Responsibilities:**

- Responsible for new sales opportunities at strategic accounts
- Responsible for achieving sales goals and sales objectives
- Responsible for planning and executing sales strategies
- Excellent written and verbal communication skills, internally and externally
- Responsible for forecasting and budgeting of customer requirements
- Responsible for the coordination of activities between strategic accounts and CCTY HQ
- Responsible for reviewing sales contracts
- Customer liaison and support for present and future company customers
- Organizing and submitting quotations and follow up for same
- Respect customer compliance requirements
- Responsible to understand all documents such as PPAP's, customer drawings and various engineering reports
- Must work closely with CCTY support staff to ensure customer satisfaction
- Must be willing to travel nationally and internationally
- Attend training, seminars, trade shows, and customer house fairs /events

**III. Qualifications:**

- Minimum 8-10 years of experience in handling Business development/Sales of Bushings
- Should have handled major OEMs in Automotive (Engine, Transmission), 2-Wheeler (Shock absorbers), Off-highway (Hydraulic cylinders, Axles) industry
- Thorough product knowledge of PTFE sintered/Self-lubricated, Bimetallic bushings is a must
- Detailed knowledge about the production processes of PTFE sintered / Self-lubricated bushings will be an added advantage