Precision Gear Transmissions

https://www.precisiongear.in/job/senior-sales-executive-b2b-industrial-gearboxes-outbound-lead-conversion/

Senior Sales Executive – B2B Industrial Gearboxes (Outbound & Lead Conversion)

Hiring organization
Precision Gear Transmissions Co.

Employment Type
Full-time

Job Location
W-44, Additional, MIDC, 415004, Satara, Maharashtra, India, Maharashtra, India

Date posted
November 4, 2026

Description

We are seeking a high-energy, results-driven **Senior Sales Executive** to join our team in **Satara, Maharashtra**. In this role, you will be the primary engine for revenue growth, tasked with dual responsibilities: aggressively hunting for new business through proactive outbound prospecting and managing the sales funnel to close high-quality leads generated by our digital marketing campaigns.

You will engage directly with purchase managers, design engineers, and industrial distributors to pitch our precision **planetary gearbox** solutions. This position requires a professional who possesses an exceptional blend of technical sales acumen, outstanding interpersonal soft skills, and a strong willingness to travel to client sites to seal the deal.

Responsibilities

- **Outbound Opportunity Generation:**
    1. Proactively identify, cold-call, and pitch potential new B2B customers, industrial distributors, and OEMs across major industrial hubs.
    2. Research target industries such as automation, material handling, and heavy machinery to build a robust, self-sourced pipeline of sales opportunities.
- **Digital Lead Management & Closing:**
    1. Take immediate ownership of incoming inbound leads generated via digital channels, including website forms, LinkedIn campaigns, IndiaMART, and emailers.
    2. Qualify leads thoroughly, understand their torque and gear ratio requirements, and navigate the technical sales process to a successful close.
- **Client Engagement & Consultative Selling:**
    1. Conduct engaging product presentations and commercial negotiations, mapping our gearbox capabilities directly to the client's cost and performance pain points.
    2. Collaborate closely with our internal engineering team in Satara to deliver precise technical quotes and product specifications to the client.
- **On-Field Mobility:**
    1. Travel frequently to client manufacturing plants, engineering facilities, and industrial clusters to conduct face-to-face meetings, review application requirements, and build strong rapport.

Qualifications

- **Education:**
  Graduate degree in Engineering (Mechanical / Industrial / Electrical) or a Science graduate with strong technical aptitude. A Management degree in Sales/Marketing is a plus.
- **Experience:**
    1. 3–7 years of proven B2B sales experience, specifically within industrial manufacturing, power transmission, gearboxes, motors, or

automation components.
    2. Track record of successfully managing both outbound cold sales and inbound lead conversion loops.
- **Core Skills & Competencies:**
    1. **Exceptional Soft Skills:** Highly polished verbal and written communication, active listening, and strong persuasion skills are non-negotiable.
    2. **Sales Grit:** A resilient, hunter mindset with a demonstrated ability to handle objections and navigate long corporate sales cycles.
    3. **Technical Aptitude:** Ability to comfortably discuss industrial specifications like reduction ratios, torque calculations, and mechanical drawings.
- **Location & Travel:**
  Based full-time in **Satara, Maharashtra**, with the openness and flexibility to travel up to 35% of the time across regional and national industrial corridors.

Job Benefits

Salary: As per Industry Standards (highly competitive base salary commensurate with experience).
Standard corporate travel allowances, mobile/laptop reimbursement, and health benefits are included.