



**Job Title: Sales Manager**

**Vacancies- 1 (Nos)**

**Location: Delhi, Noida**

**Minimum Basic Qualification- B.TECH/B.E in any discipline**

**Relevant Exp- Minimum 3 Years in a similar role in Gas Meter Sales & Marketing Experience after Qualification – Min. 8 Years**

**Company Background:**

IGL Genesis Technologies Ltd. is setting up a Gas Meter Manufacturing factory in Noida, UP. The company's products and technology are an integral part of products used in every major city gas distribution company. We are headquartered in New Delhi and a subsidiary of Indraprastha Gas Limited. Learn more at [www.iglgenesis.com](http://www.iglgenesis.com).

**Position Overview:**

We are seeking a motivated Sales Manager with 8+ year of experience to support our sales & marketing efforts. The Sales Manager will design and implement sales plans on business targets, contribute to market development, and assist in driving brand awareness and lead generation initiatives. Sales Manager shall be reporting to the CEO.

**Expected Experience, Job Responsibilities & Key Result Areas:**

- Consistent Demonstratable Sales experience of Flow Meters, Domestic Gas Meters, Smart Gas Meters and their associated Software and Services.
- Experience in Institutional/CGD Sales by preparation of Tender documents / Participation in Bid Process / Tenders.
- Knowledge of Domestic Gas Meter (Basic and Smart) specifications & certifications.
- Techno-Commercial Understanding of Smart Meter Software and Head End Systems.
- Regular business Interaction with Senior Management of CGDs
- Lead in the design and execution of marketing campaigns across various channels, including digital marketing, social media and email marketing.
- Presentation Skills for Product & Marketing strategy, Product Appreciation, Commercial Benefits analysis etc.
- Strong verbal and written communication skills.
- Analyse marketing performance and generating fortnightly / monthly management reports to evaluate campaign effectiveness.
- Maintaining brand consistency across all marketing materials and communications.



**Preferred Skills:**

- MBA IN MARKETING would be plus.
- Experience in Reticulated / Builder / Retail Gas Meter Sales (Domestic / Commercial / Industrial)
- Handled Territory as Regional Manager role in Gas Meter Sales
- Export sales and knowledge of Overseas Gas Meter Market.

If you meet these requirements and are seeking a challenging and rewarding role, please apply with your resume and cover letter. We look forward to welcoming a dedicated and skilled professional to our dynamic team. Shortlisted Applicants shall be called for an Personal Interview in New Delhi.