



## **Job Opening at SASMOS**

**Position: Manager/Sr. Manager – Sales & Marketing**

**Qualification: BE or M.E/M.Tech/M.SC/PGDM**

**Number of Vacancy: 1**

**Location: Bangalore**

**Experience: 10 to 16 Years** in experience in Sales & Marketing.

**Apply To: [Careers@sasmos.com](mailto:Careers@sasmos.com)**

### **Role:**

Sales & Marketing is responsible for driving sales and developing business for the specific Customer or Account in Aerospace, Defense & Marine. This also includes being responsible for effective price management & timely collections.

### **Primary Responsibilities:**

1. Monitoring of funnel and pipeline with respect to AOP
2. Competitor analysis and specific costing methodology depending on customer and competitors
3. Methods of scouting of new opportunities
4. Constant touch with existing customers as per the defined plan
5. Being a voice of the customer in the organisation - ensure all requirements of the customers are met promptly.
6. Customer Satisfaction Survey
7. Regular review of effectiveness of sales strategy and methods employed and corrective actions
8. On time receivables
9. Other duties, as assigned in the sales & marketing area

### **Skills Required:**

- Preferred candidates from Aerospace background
- Managing team
- Good written and verbal communication skills