

Job Description

Position: Field Sales Engineer / Sales Manager

Location: Chennai, Tamil Nadu

Industry: Plastic Machinery Components / Engineering

Company Profile: Kaivanya Extrusion Technik is an Ahmedabad-based manufacturing company specializing in manufacturing high-quality Screw & Barrel solutions for Plastic Processing Machines. We cater to Plastic Manufacturing Companies and OEMs across various segments and are looking to strengthen our presence in Tamil Nadu.

Key Responsibilities:

- Generate new business opportunities from Plastic Manufacturing Companies and OEMs.
- Promote Screw & Barrel products and related solutions.
- Develop and maintain strong relationships with customers in the assigned territory.
- Conduct regular customer visits and understand customer requirements.
- Prepare quotations and negotiate commercial terms to close orders.
- Coordinate with internal teams for order execution and timely deliveries.
- Provide technical support and coordinate after-sales service activities.
- Track market trends, competitor activities, and identify new business opportunities.
- Achieve monthly and annual sales targets.
- Maintain MIS reports and update customer interactions regularly.

Preferred Candidate Profile:

- Diploma / Bachelor's Degree in Mechanical Engineering, Polymer Engineering, or related field.
- 2–10 years of experience in industrial sales, preferably in Plastic Machinery, Screw & Barrel, Injection Moulding, Extrusion, or related engineering products.
- Good understanding of plastic processing industries and OEM customers.
- Strong communication, negotiation, and relationship management skills.
- Ability to work independently and manage the assigned territory effectively.
- Willingness to travel extensively across Tamil Nadu.

Key Skills:

- B2B Sales
- Technical Sales
- Business Development
- Key Account Management

- Plastic Industry Sales
- Injection Moulding & Extrusion Industry Knowledge
- Customer Relationship Management
- Negotiation & Deal Closure
- After-Sales Coordination

Preferred Industry Experience:

- Screw & Barrel Manufacturing
- Plastic Processing Machinery
- Injection Moulding Machines
- Extrusion Machinery
- Masterbatch / Polymer Industry
- Auxiliary Equipment Manufacturers
- OEM Sales

Compensation:

- Best in Industry
- Performance Incentives
- Travel Allowance as per company policy

Salary Budget: 25000-45000 (negotiable based on experience).