

Job Description

Position: Field Sales Engineer / Sales Manager

Location: Pune, Maharashtra

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 Maharashtra and South Gujarat.

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 Maharashtra and South Gujarat.

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).