



SARAL DESIGN SOLUTIONS PRIVATE LIMITED

CIN: U79400MH2015PTC265489

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Machine Sales and Partnerships Associate, Mumbai, India | Full Time

This role is only for those who eat, breathe, sleep Sales. There's nothing in this world that makes you happier than closing the clients with best results and you do so efficiently.

Saral Designs has developed world's first automatic and compact ultra-thin sanitary napkin making machine – Swachh. With local production and distribution at a decentralized scale using Swachh, several local manufacturers can produce sanitary napkins at low cost, closer to the consumer increasing last mile access.

Your role is to identify and hand-hold these Rockstars who will be our production partners and will help us solve the problem of menstrual hygiene in this country.

Role & Responsibility

- Meet clients, understand their needs and hand-hold them through the process of purchase and set-up of Swachh
- Have a good understanding of the Engineering behind Swachh and the business aspects of the production unit
- Handle end to end client servicing and business development all over India and abroad
- Able to structure deals and develop strong client relationships and increase revenue
- Responsible for all the revenue targets for Swachh
- Coordinate with the internal teams to execute deals seamlessly
- Support the Client with their future requirements like raw materials sourcing, connecting with potential distributors by coordinating with internal teams

Requirements

- A commercially astute and customer focussed individual, with a solid sales track record and a proven ability to foster strong business relationship
- Candidate should ideally have an Engineering background or sales experience of hardware devices/ machines
- Start-up attitude: quick execution, self-drive and willingness to work long hours
- Strong written and verbal communication skills, able to deliver clear, concise information to partners, clients and team, ability to multitask