

Job Title: Assistant Manager - Sales

Company: Light Mechanics Pvt Ltd

Location: Bangalore/Delhi/NCR/Pune

Experience: 3-8 years

Employment Type: Full-time

Industry: Laser Systems, Industrial Automation & Engineering Solutions

Website: www.lightmech.com

Education: B.Tech in Mechanical, Electrical, Mechatronics, or related engineering discipline.

About Us:

Light Mechanics is one of India's fastest-growing manufacturers of laser systems and automation solutions. We serve industries where precision and reliability matter most - Automotive, Electronics, Aerospace, EV, Powertrain and Defence. Our portfolio covers advanced laser welding, laser marking, laser cutting, and laser cleaning systems integrated with high end automation, vision and process qualification and monitoring features. We pride ourselves on technical excellence, aggressive execution and delivering quality machines on time.

Job Responsibilities:

- Prospect and build relationships with OEMs, Tier-1 suppliers, aerospace & defence clients in South India.
- Review and interpret technical RFQs; prepare winning technical & commercial proposals.
- Deliver technical presentations, demos, and proof-of-concept trials.
- Collaborate with applications & engineering teams to configure solutions.
- Negotiate contracts and drive fast order closures with decision makers.
- Maintain sales pipeline, forecasts, and competitive intelligence.
- Travel extensively across the region to meet clients and support trials.

Candidate Requirements:

- 3-5 years' proven experience in technical sales of automation/laser/capital equipment.
- Strong technical ability to understand drawings, specifications, and RFQs.
- Excellent communication, relationship-building, and negotiation skills.
- Self-driven, aggressive sales approach with a track record of order closures.
- Willingness to travel extensively within South India.

Why Join Light Mechanics?

- Be part of a company at the forefront of India's laser technology revolution.
- Opportunity to work on high-impact projects across automotive, aerospace, and defence.
- High-growth environment with leadership opportunities.
- Competitive compensation with performance-based rewards.