



## Regional Sales Manager - India – North

Do you want to work for a dynamic and rapidly growing company that is an industry leader in our field? Greystone Energy Systems Pvt Ltd. is dedicated to developing high quality and innovative solutions for its customers with unsurpassed customer service.

### The Opportunity:

We are looking for a highly motivated, results driven individual to join our sales team. The Regional Sales Manager – India – North will be based in India and will be responsible for the sales and promotion of Greystone products in the assigned territory.

### Goals:

- Maintaining and increasing sales of Greystone’s products
- Reaching the targets and goals set for your assigned region
- Build strong relationships with customers; understanding their business needs
- Establishing, maintaining, and expanding your customer base
- Servicing the needs of existing customers
- Increasing business opportunities through various routes to market
- Dealing with key customer accounts
- Collecting customer feedback and market research
- Reporting to management
- Keeping up to date with industry products and competitors

### Qualifications - The ideal candidate will:

- Be a self-starter with excellent communication skills, both written and oral
- Possess strong computer skills (Word, Excel, and Internet)
- Be accurate and have a keen sense to detail
- Possess the ability to work in a fast-paced environment with excellent time management and organizational skills



- Be a graduate of an Electronic/Mechanical Engineering or Technology program
- Be required to work with minimal supervision
- Have a technical background and minimum 5 years previous sales experience in the commercial controls market
- Be able and willing to travel frequently throughout the assigned region
- Have a valid passport
- Be fluent in English with Hindi as an asset

Greystone offers a competitive salary and incentive package with office and business expenses paid.

Preference will be given to applicants that can prove a successful track record in the sale of commercial HVAC products.

Please provide at least 3 reference names and email addresses of people who are very familiar with your successes. All references will be contacted for successful candidates.

Please submit your detailed resume outlining your recent experiences in the HVAC markets. Include copies of all diploma's and or certificates.

Qualified Candidates should submit their resume to; Paul Abishekam at [abishekam.p@greystoneenergy.com](mailto:abishekam.p@greystoneenergy.com)