

Job Title: Marketing Executive (Mechanical Engineering Background)

Location: Pune, Maharashtra

Employment Type: Full-time

**About Us:**

Avi Oilless Die Components India Pvt Ltd. is a leader in Non-Ferrous Copper Alloy Castings & Self-Lubricating Products with over 30 years of expertise. We specialize in delivering high-quality, self-lubricating products and non-ferrous copper alloy castings, serving industries such as Power, Steel, Construction, and Defense. At Avi Oilless, we focus on providing innovative, customized solutions that prioritize both quality and performance, building lasting partnerships with our clients.

**Role Overview:**

We are seeking a Marketing Executive with a Mechanical Engineering background to join our team at Avi Oilless. This full-time, on-site role is based in Pune. The successful candidate will be responsible for understanding and communicating the technical requirements of our customers, preparing and sending quotations, and conducting regular follow-ups with customers. Additionally, the role involves creating tailored sales plans to meet customer needs and drive business growth.

**Key Responsibilities:**

- Understand the technical requirements of customers and communicate these effectively to the team.
- Prepare and send accurate quotations based on customer requirements.
- Engage in regular follow-ups with customers to ensure satisfaction and maintain strong relationships.
- Develop and execute sales plans based on customer needs.
- Create technical proposals and presentations that highlight product benefits.
- Conduct market research to identify industry trends and customer demands.
- Assist in lead generation by engaging with existing and potential customers.

**Requirements:**

- Degree in Mechanical Engineering.
- Proven experience in B2B marketing or sales, preferably within industrial products.
- Strong technical understanding of mechanical components and their applications.
- Excellent communication, presentation, and negotiation skills.
- Familiarity with tools like ERP and MS Office.
- Ability to work collaboratively with cross-functional teams.