



Job opening: Zonal Sales Head

Locations: (2) NOIDA / Pune

Experience: 9-15 years

About us:

Enerdyne is a pan-India automotive electro-component solutions company serving major automotive brands like Honda, BAJAJ, TVS, Maruti Suzuki, Tata Motors and Mahindra, through as their Tier 1 suppliers such as Motherson, Yazaki, Minda and APTIV for past three decades.

We have a plant at Pune for manufacturing of FAKRA and data connector assemblies in partnership with a leading German company and strategic business tie-ups with Japanese and European manufacturers of electro components such as automotive fuses and connector systems.

On strength of our global partnerships, we add value to automotive firms, helping them build resilient supply chains with our high-quality yet cost-effective components that have enabled us to grow at 35% CAGR consistently.

We are a lean, agile team with a strong backbone of digital efficiency. Our culture is high-performance, high reward, and high impact – with respect for individual as a core value.

For more information explore our website, www.enerdyne.in

What you'll do

As a member of our Sales team, you'll be at the heart of our growth engine.

Your mission:

1. **Drive sales growth**

Execute sales strategies at Zonal level that deliver outstanding growth, fully aligned with company's goals every quarter. Technical product knowledge combined with excellent project management are the key skills required here.

2. **Solve problems**

You will be a trouble shooter and a problem solver in the field, offering bespoke product solutions to customers.

3. **Gather market intelligence**

You will be responsible to continuously scan the market in your region, gathering information on customer needs, competitor manoeuvres, and disruptive trends, creating actionable data that can translate into strategy.

4. **Build lasting relationships**

You must be a people's person and be able to cultivate trust and reputation through high-touch engagement and relationship building with customers.

Who you are

Strong technical foundation

You should have a degree or Diploma in Electrical, Electronics, or Mechanical Engineering.

Relevant experience

You should have 9 – 15 years of front-line sales success in automotive electronics, wire harnesses, or related components. Prior experience of sales and business development in this ecosystem and knowing what it takes to win with OEMs and Tier 1 giants.

Proven track record of business development

You must be well experienced in building trust, navigating tough negotiations, and creating long-term partnerships with key decision-makers in procurement, R&D, and leadership teams to deliver sales results.

Why work with Enerdyne?

- **Be a part of our growth story:** We're targeting 3x growth in 4 years—you'll be joining at a pivotal point with an incredible opportunity to learn and grow. Instead of being a spectator, you can be a part of the story!
 - **High-impact:** In a lean – mean team like ours, your work matters. You'll work directly with industry leaders and see the results of your hustle every day.
 - **Mentorship & learning:** You will work in cross functional teams alongside proven leaders and passionate peers with exposure to international trade and global business environment. We invest in your growth.
 - **Compensation:** We offer salary in the range of Rs 18 – 30 lakhs/year with excellent performance-based incentives and bonuses that are designed to surpass industry standards.
-

If this sounds like you...

We want you on our team!

Apply now with your CV and cover letter to hr@enerdyne.in / sudha@enerdyne.in

Thank you for your interest in Enerdyne!