



Business Development Engineer

Ref. BDE_IN_2411

Location: Mumbai, India



Company Overview

Carlo Gavazzi is an international group active in designing, manufacturing, and marketing cutting-edge electronic equipment.

Our product portfolio includes sensors, solid state relays, energy meters, energy management systems, monitoring relays, soft starters, timers, safety devices and fieldbus systems.

We provide innovative automation solutions for the global markets of **industrial and building automation** across Europe, the Americas and Asia-Pacific.

We are looking for a **Business Development Engineer** to join our dynamic team in **India**.

Position Overview

The **Business Development Engineer** - will be responsible for driving new business development and expanding Carlo Gavazzi's Product Lines for Sensors, Switches and Controls across India.

Reporting to the Business Head - India, the role will involve working closely with the distributors & customers, identifying new opportunities, and building relationships within strategic industries.

The role will also require collaboration with the International Product Management team to identify market trends and assess business opportunities.

Key responsibilities

- **Business Development:** Drive new business and market penetration for the assigned region in India, targeting industries like: Mobile Equipment, Agriculture, EV charging, Conveyors, and Access Controls.
- **Sales & Marketing:** Execute strategies to exceed revenue targets, upsell, cross-sell, and introduce new products to customers, including OEMs.
- **Customer Management:** Build strong relationships, address technical/commercial needs, and provide tailored solutions.
- **Market Analysis:** Track trends, competitor activity, and customer needs to inform strategies and product alignment.
- **Collaboration:** Work with the International Product Management team to align products with market demand and share insights.
- **Performance Tracking:** Monitor sales performance, forecast goals, and report progress to management.
- **Industry Engagement:** Represent the company at trade shows and events to build relationships and explore opportunities.
- **Travel:** Travel up to 50% across India for meetings and events.



Qualifications & Requirements

- **Education:** Bachelor's degree in engineering (Electronics, Electrical, or related field).
- **Experience:** 5+ years in product management, sales, or business development within industrial automation; experience in sectors like agriculture, mobile equipment, EV charging, access control, and conveyors/packaging preferred.
- **Industry Knowledge:** Strong understanding of industrial automation technologies.
- **Sales & Business Development:** Proven track record in business generation, customer acquisition, and relationship building with OEMs, system integrators, and key accounts.
- **Languages:** Proficiency in English; regional languages a plus.
- **Technical Expertise:** Solid technical background with the ability to present solutions clearly.
- **Software Skills:** Familiar with CRM systems (Salesforce, HubSpot, IFS) and Microsoft Office.
- **Personal Qualities:** Self-motivated, proactive, adaptable, and able to work independently or as part of a team.
- **Travel:** Willing to travel up to 50% across India, including overnight stays.

Why join Carlo Gavazzi Team?

- **Innovative Products:** Be part of a fast-growing company working on cutting-edge products that make a difference in the world of automation.
- **Career Development:** Carlo Gavazzi offers excellent opportunities for personal and professional growth. You will have the chance to expand your skills and knowledge in a global environment.
- **Great Team:** Join a passionate team of professionals and collaborate with colleagues who share your enthusiasm for technology and customer service.
- **Attractive Compensation:** We offer a competitive salary package along with a range of benefits.
- **Award-Winning Company:** Carlo Gavazzi is proud of its achievements and strives for excellence in everything we do. Your contributions will help drive our continued success.

How to apply

Please send your CV to GlobalTalent@carlogavazzi.ch or Heena.Waghela@carlogavazzi.com.sg indicating the role as reference you are interested in.

Browse our website (www.gavazziautomation.com) or visit our [LinkedIn page](#)

Carlo Gavazzi Data protection notice

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