
Job Title: Regional Manager – Sales & Marketing
Locations: Gujarat & Tamil Nadu (One position for each region)
Department: Sales & Marketing
Reporting To: Head – Sales & Marketing
Experience Required: Minimum 12 Years (Only from Transformers Manufacturing Industry)
Employment Type: Full Time
Industry: Transformers Manufacturing (Power & Distribution Transformers)

About Tesla Transformers Group:

Tesla Transformers Group is a leading manufacturer of Power, Solar, Wind and Distribution Transformers in India. With advanced manufacturing units and a strong presence in the domestic and international markets, we serve government utilities, private sectors, EPC contractors, and industrial clients with a focus on quality, innovation, and reliability.

Position Overview:

We are hiring **Regional Managers – Sales & Marketing** for our operations in **Gujarat** and **Tamil Nadu**. The ideal candidate must have at least **12 years of experience** in transformer sales and a deep understanding of the market, tendering process, and client management in the power sector.

Key Responsibilities:

- Develop and execute regional sales strategies aligned with company goals.
 - Lead sales initiatives with DISCOMs, EPCs, PSUs, and industrial clients.
 - Drive tendering, techno-commercial offers, negotiations, and deal closures.
 - Monitor and analyse regional market trends, competitors, and customer needs.
 - Liaise with internal departments to ensure timely delivery and execution of orders.
 - Follow up on payments and ensure adherence to contractual obligations.
 - Submit periodic sales forecasts, activity reports, and market intelligence to management.
 - Represent Tesla Transformers in exhibitions, trade fairs, and industry events.
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Required Candidate Profile:

- **Education:** B.E./B.Tech (Electrical); MBA (Marketing) is a plus.
 - **Experience:** Minimum 12 years of transformer industry experience in Sales & Marketing.
 - **Region Focus:** Preference will be given to candidates with prior working experience or strong networks in Gujarat or Tamil Nadu.
 - **Skills:**
 - Strong understanding of transformer specifications and utility requirements.
 - Excellent communication, presentation, and negotiation skills.
 - Familiarity with government tendering platforms and CRM systems.
 - Ability to work independently and achieve business targets.
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Remuneration:

- Competitive salary
 - Incentives based on performance
 - Travel allowance and company benefits as per HR policy
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How to Apply:

✉ Send your updated resume to: **hr@teslaindia.co**
☎ Contact: **Arvind Upadhyay – Head, Group HR**
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🌐 Visit: www.teslatransformers.com