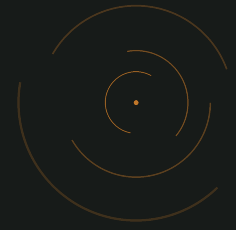


STIMITA MOTION CONTROL

PRECISION MOTION SYSTEMS FOR DEFENCE · PUNE, INDIA

Marketing Executive

FIELD SALES — NEW CUSTOMER ACQUISITION



LOCATION	Pune, Maharashtra — Field-based
TRAVEL	Regular in-person customer visits
EXPERIENCE	3–6 years
EMPLOYMENT TYPE	Full-time, permanent

ABOUT STIMITA MOTION CONTROL

Stimita designs and manufactures custom actuators, servo drives, motion controllers, encoders, gearboxes, slip rings and hand-grip systems for defence and industrial platforms — from aircraft gimbals and dual-axis positioners to unmanned ground vehicles. We're a small, engineering-led team building precision hardware end-to-end, from prototype to production, for customers including DRDO, BARC, HAL, BEL, and Bharat Forge.

ABOUT THE ROLE

If you'd rather be out meeting people than stuck behind a screen, this is your role. We're hiring a Marketing Executive to be the face of Stimita Motion Control in the field — the person who walks into a client's office, puts our catalogue on the table, and turns a first conversation into a real relationship. You won't be running digital campaigns from a desk; you'll be on the ground, meeting the people who actually decide what goes into India's next generation of defence and industrial hardware. Every customer you win is visible, countable, and yours. You'll work shoulder to shoulder with our GM – Sales & Marketing from day one, learning how real B2B sales gets done in the defence sector — and the faster you deliver results, the faster this becomes a senior role with your name on it.

KEY RESPONSIBILITIES

Finding New Customers

- Hunt down potential new customers across target industrial and defence-adjacent sectors — this is about initiative, not waiting for leads to land in your inbox.
- Build and maintain a running list of prospects worth chasing, and follow up until you get an answer.

Customer Visits & Catalogue Presentation

- Travel to meet customers face to face — at their offices, their facilities, their project sites — because that's where deals actually get made.
- Bring Stimita Motion Control's catalogue to life in person, explaining what our actuators, servo drives, and motion systems can do for their program.
- Turn a single good meeting into a lasting relationship that keeps bringing the customer back.

Meeting Coordination

- Set up and coordinate meetings between customers and our GM – Sales & Marketing (or other company representatives) at exactly the right moment in the conversation.
- Chase every follow-up so momentum never dies between a great first meeting and a signed deal.

Growth & Collaboration

- Partner closely with the GM – Sales & Marketing to turn every customer visit into a real, trackable step toward closed business.
- Keep sharp, organized records of every interaction — the details that turn one conversation into a repeat customer.

WHAT WE'RE LOOKING FOR

- 3–6 years in field sales, business development, or another customer-facing role — B2B or industrial experience is a strong plus.
- You genuinely like being out on the road meeting people; this is a field role through and through, not a desk job with occasional travel.
- Confident, personable, and quick to earn trust the moment you walk into a room.
- Hungry to bring in new business and comfortable being measured on results.
- Curious enough to actually learn how our products work — servo drives, actuators, motion controllers — well enough to talk about them like you built them yourself.
- Strong verbal and written communication skills.

WHAT WE OFFER

- A rare shot to make a visible, personal mark on company growth right from the start of your career — the customers you bring in are unmistakably yours.
- Direct, hands-on mentorship from the GM – Sales & Marketing — the fastest way to learn how sales really works in the defence sector.
- A front-row seat with institutional and defence clients most people your age never get close to.
- A fast, visible path to a more senior sales role — this is a company where results get you promoted, not tenure.
- Competitive compensation, commensurate with experience.

HOW TO APPLY

Send your resume and a short note on relevant experience to career@stimitamc.com with the subject line “Marketing Executive — Pune.”