



## Wideways Engineering & Automation Ltd

### Senor Sales Executive/Asstt. sales manager

Application Deadline : 01 Feb 2026

#### Summary

Vacancy: 1

Location: Dhaka

Experience: **At least 5 years**

Age: **28 to 50 years**

Salary: **Tk. 40000 - 50000 (Monthly)**

Published: **03 Jan 2026**

Applicants are encouraged to submit **Video CV**.

#### Requirements

##### Education

- Masters in Engineering (MEngg)
- Bachelor in Engineering (BEngg)
- Bachelor of Commerce (BCom) in Marketing
- Masters in Engineering (MEngg) in EEE, Mechanical
- Bachelor in Engineering (BEngg) in EEE, Mechanical, IPE
- Training on sales program will get preference

##### Experience

- At least 5 years
- The applicants should have experience in the following business area(s): Engineering Firms, Consulting Firms

##### Additional Requirements

- Age 28 to 50 years

## Responsibilities & Context

To support our growth plan, we are looking for a **Senior Sales Executive / Assistant Sales Manager** who will play a key role in expanding our market presence, developing long-term client relationships, and driving consistent sales performance.

The company actively supports sales activities through **annual exhibitions, in-house demonstrations, and technical showcase programs** to strengthen customer relationships and brand visibility.

Key responsibilities but not limited to:

- Identify and approach specific companies as potential clients.
- Build and maintain strong, long-term relationships with decision-makers and procurement teams.
- Act as the primary point of contact for client inquiries and negotiations.
- Achieve monthly and quarterly sales targets through proactive outreach and follow-ups.
- Negotiation with clients for boosting sales
- Conduct product demonstrations and presentations to highlight value and quality.
- Preparing daily, weekly and monthly reports
- Visiting clients and potential clients to evaluate needs or promote products and services
- Research and analyze market trends, competitor activities, and customer preferences.
- Provide feedback to management on product positioning and promotional strategies.
- Explore new opportunities to expand the company's footprint in several sector.
- Prepare and submit regular sales reports, forecasts, and client updates.
- Collaborate with internal teams (Service, R&D, Finance) to ensure timely delivery and client satisfaction.
- Maintain accurate records of sales activities, client communications, and contracts.
- Represent the company and its product (machines) with professionalism and integrity in all client interactions.
- Uphold brand values and contribute to the company's reputation for quality and reliability.
- Good interpersonal communication skill

**Experience Requirements:**

- **5+ years of experience** in sales of **industrial machinery, capital equipment, or packaging solutions.**
- **Direct experience in selling VFFS and/or HFFS machines** is highly preferred.
- Proven track record of achieving **monthly, quarterly, and annual sales targets.**
- Strong experience in **visiting manufacturing sites and conducting plant-level discussions.**
- Experience dealing with **international clients, suppliers, or principals** will be considered an advantage.

**Additional Requirements:**

- Strong interpersonal and communication skills.
- Ability to communicate confidently with both technical and non-technical stakeholders.
- Self-motivated, disciplined, and comfortable with field-based sales.
- Strong negotiation and closing skills.
- Willingness to travel frequently for client visits.
- Ability to prepare structured reports and maintain sales documentation.

**Skills & Expertise**

Client Relationship Management

Client Relationships

Communication

Market Research

Outbound and Inbound Calls

Relationship Marketing

Sales

Sales &amp; Marketing

**Compensation & Other Benefits**

- T/A, Mobile bill
- Lunch Facilities: Partially Subsidize
- Salary Review: Yearly
- Festival Bonus: 2

**Workplace**

Work at office

**Employment Status**

Full Time

## Gender

Only Male

## Job Location

Dhaka

## Job Highlights

- Opportunity to work with a **growing packaging machinery brand** backed by 26+ years of engineering experience.
- Direct involvement in **selling VFFS & HFFS machines**
- Target-driven role with **clear performance metrics and accountability.**

## Company Information

Wideways Engineering & Automation Ltd

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### Address:

50, purana paltan line (First Floor), Dhaka-1000.

### Website:

<https://wideways-bd.com/>

### Business:

Wideways Engineering & Automation (Wideways Techserve) is a growing packaging machinery company with more than 26+ years of engineering and after-sales experience in Bangladesh. We design, supply, and support VFFS and HFFS packaging machines for industries such as food, seed, agro-chemical, toiletries, and FMCG, serving manufacturers who package products in consumer sizes.

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☎ 09638666444, 01897627858

✉ [complain@bdjobs.com](mailto:complain@bdjobs.com)