

<b>Position</b>	<b>Sales Engineer</b>
<b>Department</b>	Sales & Marketing
<b>Location</b>	Various Locations in India
<b>Reports to</b>	Manager- Marketing / Regional Managers

**Role Objective**

- To achieve business targets in terms of volume, growth, market share, and contribution by developing tactical plans.

**Responsibilities**

- Responsible for achieving business targets in terms of volume, growth, market share, and profitability by developing strategic plans.
- Study and analyse customer requirements for meeting the need of the customer to enhance sales.
- Negotiates and closes sales deals by agreeing on the terms and conditions beneficial to both the ends.
- Responsible for collecting receivables from the customers and documentation of the same.
- Preparing and submitting regular management monitoring report i.e. tour call, coverage report for analysis and monitoring at the regional level.
- Providing pre-sales technical assistance and product training to the customers for optimum utilization of the product. .
- Liaising with other members of the sales team, and other technical experts for solving client's problem.
- Designs proposals/tenders for getting new contracts.
- Provides techno-commercial details to the customers for enhancing sales of products.
- Searching for new clients who might benefit from company products or services and maximizing customer potential in designated regions.
- Develop and grow long-term relationships with customers.
- Managing and interpreting customer requirements - speaking with clients to understand, anticipate and meet their needs
- Shows value proposition in the product segments to the customers and convinces the same to buy the products.
- Negotiating tender and contract terms to meet both client and company needs
- Negotiating and closing sales deals by agreeing on the terms and conditions beneficial to both the ends.
- Administering client accounts based on specific needs.

**Internal Interface**

- All required departments

**External Interface**

- All external customers.
- Collaborators

**Education**

- B.E. /B.Tech in Mechanical Engineering.

**Experience**

2-6 years of Sales experience in related Industry.

**Functional Skills**

- Sales Acumen
- Product understanding
- Techno Commercial skills
- Application acumen

**Behavioural Skills**

- Customer Orientation
- Learning orientation & Agility
- Teamwork
- Commitment & initiative
- Passion for excellence
- Impact & Influence