



PR/108648 | Sales Engineer

Job Information

Recruiter

JAC Recruitment India

Job ID

1504974

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:14

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Key Responsibilities:

- **Sales Development:** Identify and pursue new sales opportunities related to paint shop solutions for automobile industries across project sites in India.
- **Client Relationship Management:** Establish and maintain strong relationships with key stakeholders, including project managers, procurement teams, and decision-makers.
- **Project Site Visits:** Visit project sites as required to understand client needs, present solutions, and provide on-site support.
- **Proposal Preparation:** Prepare and present detailed proposals and quotations tailored to project requirements.
- **Market Analysis:** Conduct market research to identify trends, competitive landscape, and potential opportunities for growth.
- **Sales Reporting:** Maintain accurate records of sales activities, pipeline status, and client interactions. Provide regular reports to management on progress and performance.
- **Collaboration:** Work closely with internal teams, including technical and support staff, to ensure alignment and successful project execution.
- **Customer Feedback:** Gather and analyze customer feedback to improve service delivery and product offerings.

Qualifications:

- **Experience:** Minimum of 1-2 years of experience in sales, preferably in the paint shop or automobile industry.
- **Education:** Bachelors Engineering in Mechanical.
- **Skills:** Strong sales and negotiation skills with a proven track record of meeting or exceeding targets. Excellent communication and interpersonal skills.
- **Technical Knowledge:** Understanding of paint shop operations and requirements for automobile industries is preferred.
- **Travel:** Willingness to travel extensively to project sites across India as needed.
- **Adaptability:** Ability to work independently and adapt to changing project requirements and environments.

Company Description