



PR/108696 | Sales Engineer- Machine Sales

Job Information

Recruiter

JAC Recruitment India

Job ID

1513701

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 13:11

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

Job Description:

We are looking for a dedicated and proactive Sales Engineer to join our team and drive the sales of our CNC machines. The ideal candidate will possess a solid background in sales within the manufacturing or trading sectors and have a strong understanding of CNC technology. This role focuses on generating new business, managing customer inquiries, and preparing competitive quotations.

Key Responsibilities:

- **New CNC Machines Sales:** Actively promote and sell our range of CNC machines, ensuring that customer needs are met effectively.
- **Customer Acquisition:** Identify and pursue new customer opportunities through research, networking, and outreach efforts.
- **Inquiry Generation:** Generate inquiries from potential clients, nurturing leads to convert them into sales opportunities.
- **Quotation Preparation:** Prepare and deliver detailed quotations, pro forma invoices (PI), and manage payment methods (LC/TT) to streamline the sales process.
- **Sales Performance:** Achieve and exceed monthly sales targets, providing regular reports on sales progress and market insights to management.

Interested candidates should submit their resume and a cover letter with the subject line "Sales Engineer Application"

Company Description