



PR/108900 | Sales Engineer (Bangalore)

Job Information

Recruiter

JAC Recruitment India

Job ID

1514261

Industry

Electric Power, Gas, Water

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

December 31st, 2024 10:16

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

Position - Sales Engineer

Location - Bangalore

Key Responsibilities

Strategic Sales:

Identify, target, and develop new business opportunities in the automotive industry, with a focus on automotive OEMs, Tier 1 suppliers, and emerging mobility solutions.

Utilize company's innovative electronic components and technologies (such as sensors, capacitors, and power modules) to address automotive customer needs, with a focus on electric vehicles (EVs), autonomous driving, and connected systems.

Work closely with the sales and engineering teams to create and implement strategies that drive business growth in the automotive sector.

Technical Consultation & Client Relationship Management:

Act as the primary technical liaison for customers in the automotive industry, helping them to solve complex engineering challenges using company's products.

Develop and present technical proposals, product demonstrations, and customized solutions to automotive clients, ensuring that Company's products meet the technical specifications and business needs.

Build long-term relationships with key decision-makers and stakeholders, ensuring high levels of customer satisfaction and repeat business.

Market Intelligence & Competitive Positioning:

Monitor automotive industry trends, technological innovations, and competitive activities to identify opportunities for company's to expand its market presence.

Analyse market demands, regulatory changes, and customer pain points to provide valuable insights to the internal product development and management teams.

Cross-functional Collaboration & Product Development:

Collaborate with internal teams (engineering, R&D, and product management) to ensure that automotive solutions are aligned with customer needs and industry standards.

Provide feedback on product features, design requirements, and new technologies that can be incorporated into future product roadmaps.

Support the launch of new products by working with the marketing and product teams to ensure effective go-to-market strategies and customer communications.

Project Management & Support:

Oversee the successful delivery of automotive projects, ensuring that timelines, budgets, and customer specifications are met.

Assist with technical troubleshooting and provide ongoing support to clients during product implementation and integration.

Manage project milestones, coordinate resources, and ensure cross-functional alignment for successful project execution.

Required Qualifications**Educational Background:**

A Bachelor's degree in Engineering (Mechanical, Electrical, Automotive, or related field).

A master's degree in engineering or business administration is a plus.

Experience:

2 to 5 years of experience in business development, sales engineering, or technical consulting with Sales Experience. **automotive or electronics industries will be added advantage.**
