



PR/108927 | Sales Engineer {Gurgaon}

Job Information

Recruiter

JAC Recruitment India

Job ID

1514477

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

January 21st, 2025 14:00

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 - Sales Engineer

Location- Gurgaon

- To generate new business from Automotive OEM-T1-T2 supplier-System integrator specially for SPOT welding -ARC welding -Handling Robot in North region of India.
- To study the market and making business plan yearly-quarterly-monthly wise from new customer from the assigned segment.
- To get regular business from existing account and keeping healthy relation with them.
- To giving accurate order forecast and inventory forecast for assigned customer /Market.
- To maintain the profitability and Robot sales quantity from assigned market.
- To collect and submit data related to upcoming OEM projects and T1-T2 projections from automotive in North India.
- To conduct business development activity like demonstration - training - Exhibition - Open house exhibitions-seminars-webinars and others.
- To take care of price negotiation and maintain the profitability from assigned market.
- To keep sharing competitors' business development activities and other sales related information to management.
- To be Responsible for complete sales cycle:- Market study-Making Business plan- Cold calling-enquiry generation-making enquiry plan-follow-up with customer-Internal team communication -management approvals and support-Robot Sales-Communication with engineering & service team for support -after sales communication with customer-

final payment collection-continue communication and relation with customer for repeated business.

- To build and maintain strong relationship with end user customers, system integrators, other automation related players, distributors, and so on.
- To visit & conduct exhibitions after taking approval from seniors.
- To put 100% effort to achieve a challenging annual target of quantity, revenue, profit. (not only existing customers but also new discovering customers).
- To conduct customer hospitality and being as a main window of T/1 customers, general industry, and Indian Automotive OEM mainly in Gurgaon and North Area.
- To have a timely manner, punctuality, discipline, integrity to work in Kawasaki and respect each other for internal members and external suppliers, customers, system integrators, and partners.
- To conduct a partner development activity especially in T/1 customers, general industry, and other automotive.
- To support company by obtaining new ideas of sales such as new partner development proposal, new promotional tools, new digital marketing and so on.
- To report sales activities in weekly and monthly follow up meeting. (For important inquiries, daily basis)
- To collect latest market feedback and customer expectations from market, provide feedback to company and aggressively making sales strategies together.
- To discover a new partner development for both system integrator potential partners and potential end users.
- Set up meetings periodically with new potential clients and listen to their wishes and concerns.
- Prepare complete data based for OEM to Vendor-Part with respect to product line and deliver appropriate presentations on products and sales planning timely.
- Liaison with Internal sales & service team members to achieve better results.
- To support marketing team and generating the business from marketing activity.

Profile Expectation:

- B.E./ B. Tech with 4~8 years of proven working experience in Business Development/ Sales in field of Robots/Robotics Spot welding gun/equipment for automotive
- Knowledge of Commercial Sales process & requirements.
- Excellent organizational skills with the ability to deliver to set deadlines.
- Excellent communication -negotiation skills with the langue Proficiency Hindi-English.
- Proficient in MS Office applications.
- Strong interpersonal, report writing and statistical analysis skills.
- Proven ability in multitasking and prioritizing workload.
- Flair to travel extensively, meet creative people in the engineering world.

Company Description