



PR/108953 | Sales Engineer- Pune

Job Information

Recruiter

JAC Recruitment India

Job ID

1515411

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

January 28th, 2025 02:00

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 Opportunity: Sales Engineer at a Leading Japanese MNC

Are you a seasoned Sales Engineer with a knack for technical sales and customer satisfaction? Join a dynamic team and work with a prestigious Japanese multinational corporation in the trading industry!

Responsibilities:

- **Coordination and Communication:**
 - Communicate effectively with colleagues, clients, and suppliers.
 - Explain complex technical subjects to non-technical audiences in an understandable manner.
- **Technical Presentations:**
 - Prepare and deliver engaging presentations to demonstrate how products work.
 - Highlight the benefits of products to customers.
- **Fulfilling Customer Needs:**
 - Collaborate with customers and the sales team to understand their specific needs and requirements.
 - Ensure customer satisfaction by addressing their concerns and providing solutions.
- **Product Modifications:**

- Plan and modify products to meet the specific needs of customers.
- Customize solutions to ensure they align with customer requirements.
- **Sales Support:**
 - Provide technical support and troubleshooting assistance to customers.
 - Conduct training sessions for customers on product usage and benefits.
- **Market Research:**
 - Conduct thorough market research to stay updated on industry trends and competitors.
 - Analyze market data to identify opportunities for business growth.
- **Sales Targets:**
 - Meet and exceed sales targets.
 - Coordinate and manage sales projects from initiation to completion.
- **Technical Documentation:**
 - Develop and deliver comprehensive technical documentation, including user manuals and technical specifications.
 - Ensure all documentation is accurate and up to date.
- **Maintain Customer Relationships:**
 - Develop and maintain long-term relationships with clients.
 - Ensure customer retention through excellent service and support.

Qualifications and Skills:

- **Educational Background:** Degree in Engineering.
- **Experience:** Proven experience in sales engineering or a similar role.
- **Skills:**
 - Strong communication and interpersonal skills.
 - Ability to explain complex technical concepts to non-technical audiences.
 - Proficiency in preparing and delivering technical presentations.
 - Excellent problem-solving and troubleshooting skills.
 - Strong market research and analytical abilities.
 - Ability to meet sales targets and manage projects.
 - Experience in developing technical documentation.

Company Description