



PR/108648 | Sales Engineer

募集職種

人材紹介会社

ジェイエイシーリクルートメントインド

求人ID

1504974

業種

その他（メーカー）

雇用形態

正社員

勤務地

インド

給与

経験考慮の上、応相談

更新日

2024年11月19日 11:14

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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.

会社説明