



PR/108900 | Sales Engineer (Bangalore)

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

1514261

業種

電力・ガス・水道

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12月31日 10:16

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

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.**
