



## PR/108953 | Sales Engineer- Pune

### 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

1515411

#### 業種

その他（商社）

#### 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

2025年03月25日 11:01

### 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

#### 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.