



Job Description

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| Job Title | Resident Sales Engineer – Pune |
| Department | Sales |
| Reporting to | Sales Manager |
| Job Location | Pune |

Experience

3-8 years relevant field sales experience
 Should have experience in selling measuring instruments
 Should have experience in selling to automotive, power, cement, pharma, steel etc. customer segments

Education

Graduation:

B.E. Electronics/Instrumentation/Electrical
 Diploma in Electronics/Instrumentation/Electrical Engineering
 B.Sc + M.Sc Physics/Electronics

Attitude, Skills & Knowledge

- Good influencing and persuading skills
- Strong interpersonal, communication & presentation skills
- Needs to be self motivated and self driven
- Should possess the qualities of perseverance and patience
- Good Technical understanding and knowledge of measuring instruments
- Ready to travel on the field extensively

Responsibilities

Summary

Responsible for all sales activities in assigned region to various customer segments. Order Income for assigned customers in the Sales Unit & Sales Region.

Primary Responsibilities

- Realisation of customer visits within Sales Unit/Sales Region with the objective to generate orders
 - customers with current request
 - systematic development of potential customers
- Visit planning and tour planning in coordination with inside sales
- Documentation of realized visits with follow up if necessary (in coordination with inside

sales)

- Systematic exploitation of up-selling and cross-selling potentials
- Present and sell company products and services to current and potential clients.
- Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.
- Follow up on new leads and referrals resulting from field activity.
- Identify sales prospects and contact these and other accounts as assigned.
- Prepare presentations, proposals and sales contracts.
- Develop and maintain sales materials and current product knowledge.
- Identify, Appoint and Manage Channel Partners
- Technical Support to existing Channel Partners
- Establish and maintain current client and potential client relationships.
- Manage account services through quality checks and other follow-up.
- Identify and resolve client concerns.
- Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.
- Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff.
- Coordinate internally to accomplish the work required to close sales.
- Develop and implement special sales activities to reduce stock.
- Other duties as assigned.

Additional Responsibilities

- Participate in marketing events such as exhibitions, seminars, trade shows, and telemarketing events.
- Follow-up for collection of payment.
- Coordinate shipping schedules and delivery of merchandise and services.
- Provide on-the-job training to new sales employees.

Special Work Conditions

70% travel required