

Job opening for the Sales Engineer for Madhya Pradesh & Chhattisgarh location

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Company: T & A HR Solutions

Location: India

Category: other-general

Posted on -February 23, 2023

Designation - Sales Engineer

Location - Madhya Pradesh & Chhattisgarh

Experience - 3 5 Years

Salary - 6 - 7 LPA

Gender - Any

Qualification - Graduate

Skills -

Target Industry -

Job Role & Responsibilities includes:

To operate as a Resident Sales Engineer for the given region

Ensure regular visits to potential customers.

Able and willing to drive commercial transactions and projects to closure aggressively

Minimum 3-5 years' experience in dealing with EPC's doing Rooftop and Ground mounted Solar Power Plants, Engineering Industry, Process Industry, Government Electrical Contractors and Utility Companies.

Develop new sales channel partners across the designated region

Communicate all product line changes to customers, including pricing, new products, and obsolescence of products

Identify events and represent the firm at Exhibitions and other PR spaces to increase business presence

Call potential prospects and travel to meet him to understand his requirements and offer them solutions.

Maintaining close communication and relationship with customers

Understand customer requirements correctly & recommend appropriate solutions.

Generating leads by approaching new customers.

Keeping self-up-to-date on new products & competitors in the market

Preparing weekly reports as per sales department guidelines.

To operate out of a resident location, if required and take ownership of the resident location in terms of all sales activities.

Payment Collection as per agreed PO Terms

Fulfil the assigned target for sales order, new Vs existing sales, sales new identified sector, customer satisfaction level etc.

Update Product, Market and competitor knowledge from time to time

Close coordination with back-office team to ensure timely and smooth delivery of goods to customer satisfaction

Candidate Profile:

Candidate should possess Diploma / Degree in Electronics / Electrical / Mechanical Engineering

Post-graduation in marketing will be an added advantage

Excellent communication and negotiation skills

Willing to travel 70% of the time

Self-driven and motivated with sharp strategic thinking

Passion for bringing renewable energy technologies to market

Remuneration:

o Up to Rs. 6 – 7 lacs fixed CTC

o Performance Linked pay as per company policy additional

o Travel allowance additional as per company policy

Mobile phone bill reimbursement additional as per company policy

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