

Sales Engineer

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Company: Kaizen Firm

Location: India

Category: other-general

Job Description

About the Client:

Our client is one of the leading construction companies that is offering its services in providing the State-of-the-art Engineering solutions and services in Concrete rehabilitation, Protection, Structural Strengthening, Soil stabilization underpinning, and much more.

Role Description:

SALES ENGINEER JOB DESCRIPTION (Construction Chemicals & Firestop System)

Typical activities may include:

Maintaining and developing relationships with existing customers. Visiting potential customers to prospect for new business. Acting as a contact between a company and its existing and potential markets. Negotiating the terms of an agreement and closing sales.

Gathering market and customer information.

Reviewing own sales performance, aiming to meet or exceed targets;

Gaining a clear understanding of customers' businesses and requirements;

Answer customers' questions about products, prices, availability, product uses.

Recommend products to customers, based on customers' needs and interests.

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