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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.

Contact regular and prospective customers to demonstrate products, explain product features, and solicit orders.

Estimate or quote prices, credit or contract terms and delivery dates.

Provide customers with product samples and catalogues.

Identify prospective customers by using business directories, following leads from existing clients

Monitor market conditions, product innovations, and competitors' products, prices, and sales.

Maintains accurate records of all sales and prospecting activities including sales calls, presentations, closed sales, and follow-up activities within the assigned territory.

Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented.

Demonstrate ability to interact and cooperate with all company employees.

Build trust, value others, communicate effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively and demonstrate high integrity.

Maintain professional internal and external relationships that meet company core values.

Proactively establish and maintain effective working team relationships with all support departments.

Education & Experience:

with a minimum of 3 years experience in a similar field.

Cross References and Citations: 1. Sales EngineerPsychiatristjobsnearmeJobs India Psychiatristjobsnearme 2. Sales EngineerFinancialjobs Jobs India Financialjobs 🥕 3. Sales EngineerPharmacistjobs Jobs India Pharmacistjobs 🥕 4. Sales EngineerFindwordpressjobsJobs India Findwordpressjobs 5. Sales EngineerOnlinejobsearch Jobs India Onlinejobsearch / 6. Sales EngineerMoscowjobsJobs India Moscowjobs ✓ 7. Sales EngineerSearchlondonjobs Jobs India Searchlondonjobs / 8. Sales EngineerRussiajobs Jobs India Russiajobs 🥕 9. Sales EngineerLahorejobs Jobs India Lahorejobs 🥕 10. Sales Engineer Biomedicaljobs Jobs India Biomedicaljobs 🥕 11. Sales Engineer Beijingjobs Jobs India Beijingjobs / 12. Sales Engineer Respiratorytherapistjobs Jobs India Respiratorytherapistjobs / 13. Sales Engineer Sciencejobsnearme Jobs India Sciencejobsnearme 🥕 14. Sales Engineer Dominicanrepubliciobs Jobs India Dominicanrepubliciobs 15. Sales Engineer Visualcontentcareeropportunities Jobs India Visualcontentcareeropportunities / 16. Sales Engineer Jobsinaustria Jobs India Jobsinaustria 🥕 17. Sales Engineer Doctorjobsnearme Jobs India Doctorjobsnearme 🥕 18. Sales Engineer Francejobs Jobs India Francejobs 🥕 19. Sales engineer Jobs India ✓ 20. AMP Version of Sales engineer / 21. Sales engineer India Jobs / 22. Sales engineer Jobs India / 23. Sales engineer Job Search / 24. Sales engineer Search / 25. Sales engineer Find Jobs /

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