

Sales Engineer - Kolkatta

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Company: InPhase Power Technologies

Location: India

Category: other-general

Job Description

Position Overview: We are looking for a results-driven and technically savvy Field Sales Representative with experience in B2B sales and a strong background in industrial electrical systems. The ideal candidate will be passionate about traveling, have a solid network within heavy industries, and possess the ability to effectively communicate the value of our Power Quality Solutions.

Key Responsibilities:

1 . Client Engagement:

Travel extensively to meet clients, consultants, distributors, and other key stakeholders.

Build and maintain strong relationships with clients in heavy industries, including steel, cement, paper, and electrical consultants.

2 . Sales and Target Achievement:

Achieve and exceed sales targets for Power Quality Solutions.

Develop and implement strategic sales plans to expand the customer base.

3 . Technical Knowledge:

Leverage your knowledge of electrical systems, with a preference for those from an industrial background (UPS, Solar Inverters, APFC, Drive).

Clearly communicate the technical benefits of our solutions to clients.

4 . Network Building:

Utilize existing network contacts within heavy industries, electrical consultants, distributors, etc.

5 . Target-Oriented:

Demonstrate a strong orientation towards meeting and exceeding sales targets.

6 . Sales Leadership:

Responsible for leading the regional sales & business development activities like Customer Visit, Lead Generation, Offer Submission, Techno-commercial discussion, Order Closing, Execution, etc

7 . Customer Development::

Develop new customers (End clients, consultants, OEM, etc.).

8 . Relationship Management:

Relationship management with Clients/Distributors/consultants by keeping regular touch, making periodic visits to their offices, providing necessary inputs, updating the latest developments, etc.

9 . Business Expansion:

Expanding new business by identifying reliable distributors.

10. Reporting:

Review and report necessary monthly/quarterly/yearly sales reports for the allocated region.

Requirements

Qualifications and Experience:

Minimum qualification in Electrical branch: 5 years for Diploma, 2-3 years for BE/B.Tech.

Preferred: Driving license for 2-wheelers.

Preference for those from an industrial background (UPS, Solar Inverters, APFC, Drive).

Language Skills:

Be fluent in Hindi, English, and the local language of the assigned region.

Benefits

Incentives:

Competitive salary with performance bonuses and sales incentives.

Requirements

Minimum qualification in Electrical branch: 5 years for Diploma, 2-3 years for BE/B.Tech.

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