

## Senior Inside Sales Engineer

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Company: Crane India

Location: satara

Category: other-general

Crane India has an opportunity for a Senior Inside Sales Engineer at our Manufacturing site at Satara .This position is responsible for reviewing and analyzing customer RFQ (request for quote), preparing quotations & Order booking within standard lead time, coordinating both with customer and sales to provide effective and timely solutions.PRINCIPLE

RESPONSIBILITIES:To study and understand customer RFQ and provide solutions. ( Handle Type A & Type B enquiries)To gather all details and prepare quotes, within standard lead time.Using the Configurator prepare formal bid quotations and assist with Customer Order Entry, when required, in a timely and accurate manner.To demonstrate sense of urgency in handling customer queries. If any technical data is missing, proactively coordinate with sales team, collect relevant data and respond promptly.Raise necessary documentation, liaise with and receive from Supply Chain & Production Departments as necessary relevant costs and lead time information in preparation of the quotation e.g. material costs & sub contract costs.Ensure that business is conducted at acceptable margins and on acceptable terms, with lead times being kept to an absolute minimum and all agreed Terms and Conditions and quality details being strictly adhered to.Operate within the limits of authority as defined in the Company Revenue Procedures as adjusted from time to time.To collect project details against RFQs and upload in HRA (Hit Ratio Analysis tool).Cover for the RPL/Manager during periods of his/her absence.Complete quotations according to due dates and progress their status with customersProcess enquiries and orders in the QAD system.To coordinate closely with both Operations and Customers and if needed visit site Satara and customers.Maintain quality standards in accordance with ISO 9000 Accreditation

and Company & Departmental Quality Procedures. Use appropriate CBS (Crane Business System) tools to provide root cause analysis and other necessary reports to support the business. QUALIFICATIONS/EXPERIENCE: 4-8 years' of experience in Quote process in an engineering company. B.E – Mechanical / Production / Industrial / Instrumentation / Chemical Engineering. Well versed in MS Office, experience of working on ERP. Good knowledge of commercial terms API Spec Q-1 knowledge

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