

FIELD SALES ENGINEER

Responsibilities:

Sales engineer to market and sell engineering related Measuring instruments to businesses. They must be willing to learn and gain extensive knowledge of the products' parts and functions and must understand the basic of processes that make these products work.

Duties

Sales engineers typically do the following:

1. Prepare and deliver technical presentations explaining products or services to customers and prospective customers
2. Discuss with to understand their equipment requirement and prepare quotations
3. Collaborate with sales teams to provide sales support and sales reports.
4. Secure and renew orders and arrange delivery.
5. Plan and modify products to meet customer needs
6. Help clients solve problems with installed equipment
7. Recommend improved materials or machinery to customers, showing how changes will lower costs or increase production
8. Help in researching and developing new products
9. Willing to travel around Mumbai and outstation to Maharashtra and Gujarat.

Sales engineers are expected to use their technical skills to explain the benefits of their products or services to potential customers and to show how their products or services are better than their competitors' products. Sales engineers must interest the client in buying their products or services, negotiate a price, and complete the sale. To do this, sales engineers need to give technical presentations during which they explain the technical aspects of the product and how it will solve a specific customer problem.

In addition to giving technical presentations, sales engineers should also take other tasks related to sales, such as market research. They also may ask for technical requirements from customers and modify and adjust products to meet customers' specific needs.

Experience:

1 to 3 years.

Qualifications:

Diploma or Graduate in Engineering with focus in Mechanical. Preferably good proficiency in English language.

Salary:

Rs. 20,000/- (Ranges)

Location:

Mumbai & Pune