

Job Discription

Job Title : Sales Engineer

Reports To :

The Sales Engineer will report to Sales Manager / Director – Sales & Marketing.

Job Overview :

The Purpose of Sales Engineer (called as Solution Engineer in Chemtronics) is to understand the call / mail inquiry received from the client. If required visit the client to understand the need, may be pain area and site condition. Discuss the pain area / concern with internal team of Design engineers and proposal executive. Offer the best possible solution with his / her knowledge & experience. Finally Close the sale.

Responsibilities and Duties :

- Respond to Call or mail from the prospective client.
- Discuss what is client's concern / requirement / pain area.
- Answer client queries, advice, give consultation for solution.
- Establish confident Genuine relation with client.
- If required visit the client / site to understand the site condition.
- Discuss the inquiry / requirement with design / proposal executive & submit the offer.
- Keep follow up with the client.
- Identify new business opportunities by identifying prospect & evaluate their position.
- Research & analysis of sales options.
- Make entries of inquiries in Sales / follow up register.
- Achieve Monthly, Quarterly & yearly target

Qualifications :

- **Qualification :** B.E. – Environmental / Chemical / MSc. – Environmental / PG – Environmental Studies.
- **Preferred Additional Qualification :** (MBA/PGDM) – Sales / any other.
- **Work Experience :** 5 – 10 years in Preferably in Industrial Sector.
- **Specific skills :** Strategic Prospecting Skills, Sales tracking Application / CAD 2D / Microsoft – Office.
- **Personal characteristics :** Good Personality/Fluent in English – Speaking & Writing. Excellent Communication Skills.
- **Certifications :** Sales training (Not Mandatory)
- **Physical abilities :** Any Sports.