



Resident Sales & Application Engineer

Company Profile:

A growing German Subsidiary engaged in Marketing, Sales, after Sales Service, Installation & Commissioning of Electrical Condition monitoring Systems, with a special reference to electrical safety is a promise to our customer. Having tailor made solutions for every application from Power Generation, Industry, Hospital to latest Electric Vehicle Ecosystem.

Excellent opportunity for the right candidates to grow along with the organization. We are "PARTNER FOR ELECTRICAL SAFETY"

Location:

1. Raipur – Experience in electrical equipment business in Steel plants and mines are must.
2. Bhubaneswar – Marketing experience in industry and power plants are desired.

Key Responsibilities:

1. To identify the potential customer for the company and key decision makers.
2. To identify the need of the customer by understanding application of the customer and build a sales pitch based on the customer's problem.
3. Inform reporting manager the BOM of Solutions required by the customer for preparation of commercial offer.
4. To do follow-ups with customer on the pending appointments, quotation and collection as and when required.





5. To participate into Events, shows, exhibition and generate leads, as and when instructed by the company.
6. To learn about Techno commercial part of the product according to customer requirement.
7. To maintain the relationship with existing clients, collect the testimonial for the future marketing purpose.
8. To request for a reference from the existing clients for the relationship sales process.
9. To meet the customer/s at critical time line, like complaint or breakdown to maintain the good faith and relationship.
10. to handle live demonstrations of the solutions at site as per customer's requirement.
11. To handle / supervise Installation & Commissioning of the products / solutions as and when required at site. Proper induction training to be given by company.
12. Maintain customer database & visit report at CRM portal.
13. To follow policy designed by company management.





Qualifications & Experiences:

- B.E/B.Tech, with 3 years' Experience or Diploma with 4 to 5 years' Experience.
- Electrical / Electronics Engineer with 3/5 years' experience in Marketing, Sales, after Sales Service, Installation & Commissioning of Electrical or similar products.

Soft Skills:

- Person should be self-starter, target oriented hardcore Sales person with good command over English as well as Local language, Sound technical knowledge is a must.
- Candidate should have required knowledge for various electrical distribution systems specially for Industries, Hospitals & Mines and safety systems available there.

Above all posts are preferably for local persons & should have fair knowledge about the relevant customers in the locality. However, exception for superior candidates can be considered.

How to Apply:

Interested candidates are invited to submit their CV and a brief cover letter to: abila.jose@bender-in.com.

