



Job Description- Roles and Responsibilities

Position Name	Sales Engineer Process Equipment
Reporting to	Sales Manager
Location	AIMENGINEERS INDIA PVT.LTD. PAP K-80, MIDC Phase 2,Village, Varale,Chakan-410501

Position Description
In this position, the Sales engineer have to develop and deliver technical presentations that explain products or services to potential clients and need to understand the requirement of clients.

Sr. No.	Work	Description
01	Required	1. Candidate should have experience in Sales of Process Equipment's in manufacturing industry.
02	Objective	1. Generate business opportunities by executing successful orders and maintain good customer relation.
03	Key Responsibilities	<ol style="list-style-type: none"> 1. Generate new business opportunities by visiting new clients and generate new sales lead. 2. Planning and overseeing new marketing initiatives. 3. Convert potential opportunities to tangible sales requisition. 4. Increase profit by effective negotiation by developing coverage area of business. 5. Assisting the marketing manager supporting the marketing team with marketing activities. 6. Developing sales goals for the team and ensuring that they are met. 7. Co-ordinate with internal departments for timely submission of quotes to client. 8. To comply with such other assignments the management may give from time to time.
04	Data Sourcing and Management	<ol style="list-style-type: none"> 1. Sourcing accurate contact details from online sources like LinkedIn, Google, India Mart etc. for development of company business. 2. Maintaining the database on the internal templates of the organization.
05	Sales Conversion	<ol style="list-style-type: none"> 1. Negotiate win-win deals 2. Maintain profitability index as per management guidelines.

06	Sales Meeting	<ol style="list-style-type: none"> 1. Preparing for the meetings via structured research about target client. 2. Having effective sales meetings in order to: <ul style="list-style-type: none"> • Understand the events of ecosystem of the client. • Position AIMENGINEERS as the best choice for the client. • Generate requirements for the events from the client.
07	Sales proposal	<ol style="list-style-type: none"> 1. Create presentation based on client requirements. 2. Co-ordinate with the operations team to generate proposals.
08	Client Co-ordination	<p>Write emails professionally to record all discussions with the client Be the interface between the client and operations team from contract to completion of event.</p>

Sr. No	Other Elements	Competency List
01	Skills	<ol style="list-style-type: none"> 1. Fluency in English 2. Report building skills 3. Meeting etiquette 4. Selling skills 5. Negotiation skills 6. Listening skills 7. Questioning skills 8. Presentation skills 9. Communication skills
02	Knowledge	<ol style="list-style-type: none"> 1. Microsoft word, excel and Power point. 2. Internet using and data finding. 3. Corporate brands 4. Event basics
03	Self-Image	<ol style="list-style-type: none"> 1. Confident 2. Go-getter 3. Sales expert
04	Traits	<ol style="list-style-type: none"> 1. High energy 2. Willingness to learn 3. Hospitable 4. Honest
05	Motives	<ol style="list-style-type: none"> 1. Hungry for personal growth 2. Win-win philosophy

Preferred:	Male candidate
Relevant Experience:	3-5 Years
Educational requirements	B.E/B. Tech/DME in Mechanical
Other Requirements	Should have his own two-wheeler