



JAC Recruitment

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India



PR/109318 | Sales Engineer - Pune (B2B Sales)

Job Information

Recruiter[JAC Recruitment India](#)**Job ID**

1541967

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

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General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Opportunity: Sales Engineer at a Leading Japanese MNC

Are you a seasoned Sales Engineer with a knack for technical sales and customer satisfaction? Join a dynamic team and work with a prestigious Japanese multinational corporation in the trading industry!

Responsibilities:

- **Coordination and Communication:**

- Communicate effectively with colleagues, clients, and suppliers.
- Explain complex technical subjects to non-technical audiences in an understandable manner.

- **Technical Presentations:**

- Prepare and deliver engaging presentations to demonstrate how products work.
- Highlight the benefits of products to customers.

- **Fulfilling Customer Needs:**

- Collaborate with customers and the sales team to understand their specific needs and requirements.
- Ensure customer satisfaction by addressing their concerns and providing solutions.

- **Product Modifications:**

- Plan and modify products to meet the specific needs of customers.
- Customize solutions to ensure they align with customer requirements.

- **Sales Support:**

- Provide technical support and troubleshooting assistance to customers.
- Conduct training sessions for customers on product usage and benefits.

- **Market Research:**

- Conduct thorough market research to stay updated on industry trends and competitors.
- Analyze market data to identify opportunities for business growth.

- **Sales Targets:**

- Meet and exceed sales targets.
- Coordinate and manage sales projects from initiation to completion.

- **Technical Documentation:**

- Develop and deliver comprehensive technical documentation, including user manuals and technical specifications.
- Ensure all documentation is accurate and up to date.

- **Maintain Customer Relationships:**

- Develop and maintain long-term relationships with clients.
- Ensure customer retention through excellent service and support.

Qualifications and Skills:

- **Educational Background:** Degree in Engineering.
- **Experience:** Proven experience in sales engineering or a similar role.
- **Skills:**
 - Strong communication and interpersonal skills.
 - Ability to explain complex technical concepts to non-technical audiences.
 - Proficiency in preparing and delivering technical presentations.
 - Excellent problem-solving and troubleshooting skills.
 - Strong market research and analytical abilities.
 - Ability to meet sales targets and manage projects.
 - Experience in developing technical documentation.