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India



## PR/108953 | Sales Engineer- Pune

### Job Information

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

1542436

**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.