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JAC Recruitment India

PR/109580 | Sales Engineer- Bangalore

Job Information

Recruiter

JAC Recruitment India

Job ID

1555386

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

August 19th, 2025 10:13

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 Descriptions for Sales Engineer

Location- Chennai

Lead Generation and Prospecting:

- Identify potential clients and industries for the company's products or services.
- Conduct cold calls and follow-up calls to prospective leads.
- Qualify leads to assess their potential and schedule appointments and customer visits for further discussions.

Sales Presentations and Negotiation:

- Present and demonstrate products/services to clients through meetings, phone calls, and web presentations.

- Understand client needs and tailor solutions to meet their requirements.
- Prepare and submit quotations based on client discussions and requirements.
- Negotiate terms of sales agreements and close sales.

Account Management:

- Build and maintain strong, long-lasting customer relationships.
- Ensure the timely and successful delivery of solutions according to customer needs and objectives.
- Coordinate the preparation, submission, and tracking of Purchase Order (PO) documents in collaboration with internal teams and customers.
- Provide post-sales support to ensure customer satisfaction and repeat business.

Target Achievement:

- Meet and exceed monthly, quarterly, and annual sales targets.
- Prepare and deliver appropriate presentations on products/services.
- Participate in sales meetings and provide feedback on sales performance and market trends.

Market Research:

- Stay up to date with industry trends, market activities, and competitors.
- Provide feedback to the management on customer needs and market trends.

Reporting:

- Maintain accurate records of all sales activities in the CRM system.
- Prepare regular sales reports and forecasts.
- Provide timely feedback to management regarding performance and sales strategies.

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Company Description