



## PR/109619 | Sales Engineer

### Job Information

**Recruiter**

JAC Recruitment India

**Job ID**

1556718

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

September 2nd, 2025 10:11

### 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

Work responsibility:

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

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## Company Description