

PR/110358 | Sales Engineer India (Historian for manufacturing processes)

Job Information

Recruiter
JAC Recruitment India

Job ID
1599482

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
India

Salary
Negotiable, based on experience

Refreshed
October 30th, 2026 14:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Company Overview: One of the leading pulp and paper industry organziation providing various solutions to pulp & paper companied in the market. However, the company is currently expanding their portfolio of providing solution beyond pulp & paper industry by providing software solution to other process industry organizations in the market.

Job Overview: Looking for a candidate having strong experience working in operational or engineering capacity for industrial processes - providing technical support of working with process historian and data visualization software packages such as OSIsoft's PI, AspenTech's IP.21, Honeywell PHD, Siemens XHQ or Capstone's PARCview.

Job Responsibilities:

- Primary technical sales contact for customers, sales channels and strategic partners, including the following:
  - Providing detailed technical information to sales channels during the recruitment process
  - Technical product training

- Ongoing partner success by providing new product training and End-customer support
- Match project requirements to dataPARC functionality

- Scoping and estimating for project work
- Assistance in responding to RFP's
- Steering customers how to best apply dataPARC functionality to meet specific solutions
- Technical support for marketing content development such as white papers, case studies, product sheets and solution sheets
- Development of feature highlights and videos for new releases
- Prioritize routine work, respects schedule of others, flexible in response to changing environment.
- Maintain a favorable working relationship with all other company employees to foster aid and promote a cooperative and harmonious working climate which will be conducive to maximum employee morale, productivity, and efficiency/effectiveness
- Participate in all training offered by company as relevant to department or position
- Communicates effectively with internal and external customers demonstrating a high level of confidentiality and respect.

Job Requirements:

- BS, MS or PhD in Engineering (Chemical Preferred)
- Minimum 5 years' experience working in an operational or engineering capacity for industrial processes.
- Experience working with process historian and data visualization software packages such as OSIsoft's PI, AspenTech's IP.21, Honeywell PHD, Siemens XHQ or Capstone's PARCview.
- Basic knowledge of application development in an object oriented programming language such as Visual Basic, Visual C++ or Visual Basic Net & Agile Project Development
- Demonstrated knowledge, interest and skill in the use of Information Technology within the process industry domain, typically derived from employment or consulting
- Knowledge of dataPARC and PARCview
- IT Skills consisting of a basic knowledge of operating systems, advanced knowledge of Microsoft Office suite, Microsoft Windows and knowledge of a programming language
- Good communication (written, verbal and listening) skills, personal tact and diplomacy, and excellent problem solving skills
- Positive attitude
- Strong attention to detail and follow through
- Ability to use appropriate independent judgment to make decisions
- Ability to learn and apply organization policy and procedure
- Highly self-motivated and directed

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description