



PR/110491 | Sales Engineer

Job Information

Recruiter

JAC Recruitment India

Job ID

1599568

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:26

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Title: Sales Engineer

Location: Mumbai/Hyderabad/Bangalore

Responsibilities:

- Achieve budgeted sales and order booking targets for Kobelco Compressors in the assigned region, while managing direct sales and supporting dealers to maximize sales in allocated areas.
- Evaluate market potential and enhance market share by building and maintaining strong relationships with customers, consultants, and key accounts in the industrial segment.
- Understand customer needs and implement data-driven proposals to influence buying decisions, while motivating and guiding dealers and distributors to achieve their targets.
- Monitor and manage dealer and direct receivables, track competition activities, and develop strategies to counter them effectively.

- Establish and maintain direct relationships with end customers and dealers, coordinating closely with the Kobelco service team to address service-related queries.
- Support dealers with pending issues and payments, assist in major deal negotiations, and interact with field service engineers to identify business opportunities.
- Organize and conduct promotional activities such as service camps and roadshows, conduct in-house training for dealer teams, and ensure timely updates in the KPCM system for deal management.

Customer Relationship Management:

- Develop and maintain long-term customer relationships by regularly addressing needs, providing tailored solutions, and offering technical support to ensure satisfaction and loyalty.
- Collect and analyze customer feedback to inform business improvements, proactively resolve issues, and support purchasing decisions with ROI and TCO analyses.

Qualifications:

- Degree or Diploma in Mechanical/Electrical Engineering.

Experience & Knowledge:

- 3 to 5 years of experience in compressor sales or related fields such as heavy machinery, rotating equipment, or pneumatic equipment sales.
- Proficiency in air compressors is preferred.

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Company Description