



PR/109350 | Sales Engineer {Gurgaon}

募集職種

人材紹介会社

ジェイエイシーリクルートメントインド

求人ID

1541992

業種

その他（商社）

雇用形態

正社員

勤務地

インド

給与

経験考慮の上、応相談

更新日

2025年05月20日 13:59

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Job Description - Sales Engineer

Location- Bangalore

- To generate new development activity by discovering new inquiries, new system integrators, and new end users especially in general industry, India automotive OEM, T/1 customers in South Market especially in Bangalore.
- To take care of presales activity including generating inquiries, involving commercial activities such as price/payment term negotiation, delivery control, collecting payment and invoicing.
- To build and maintain strong relationships with customers including end user customers, system integrators, other automation related players, distributors, and so on.
- To undertake such other tasks as may be assigned by seniors.
- To conduct sales and promotional activities based on the understanding of company budget.
- To put 100% effort into a challenging annual target of quantity, revenue, profit. (not only existing customers but

also especially new discovering customers)

- To conduct customer hospitality and being a main window of customers especially in general industry, T/1 customers in South Market especially in Bangalore.
- To have a timely manner, punctuality, discipline, integrity to work in Kawasaki and respect each other for internal members and external suppliers, customers, system integrators, and partners.
- To conduct a partner development activity especially in general industry.
- To support the company by obtaining new ideas of sales such as new partner development proposals, new promotional tools, new digital marketing and so on.
- To report sales activities in weekly and Monthly follow-up meeting.
- To collect the latest market feedback and customer expectations from the market, provide feedback to the company and aggressively make sales strategies together.
- To take an initiative to coordinate sales activities in the South area as a sales player.
- Work on sales activities as result oriented manner and close inquiries by yourself as much as possible.
- To aggressively conduct and support strategic planning for digital marketing and other marketing strategy to increase Kawasaki Robot Presence in India.
- To maintain continuously good relationships with Kawasaki partners especially for system integrators.
- To conduct professional communication both internally and externally to avoid any kind of conflict.
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- Profile Expectation:
- B.E./ B. Tech with 4~7 years of proven working experience in Business Development/ Sales in field of Robots/Robotics Spot welding gun/equipment for automotive.
- Knowledge of Commercial Sales process & requirements.
- Excellent organizational skills with the ability to deliver to set deadlines.
- Excellent communication -negotiation skills with the langue Proficiency Hindi-English.
- Proficient in MS Office applications.
- Strong interpersonal, report writing and statistical analysis skills.
- Proven ability in multitasking and prioritizing workload.
- Flair to travel extensively, meet creative people in the engineering world.