



PR/109580 | Sales Engineer- Bangalore

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

1555386

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08月19日 10:13

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 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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会社説明