



PR/109619 | Sales Engineer

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

1556718

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09月16日 11:01

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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

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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会社説明