



PR/109812 | Senior Engineer- Sales

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

1564963

業種

その他（メーカー）

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12月09日 05:00

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

Role Objective:

To drive business growth by identifying new opportunities, promoting robotic and automation solutions, and delivering technically sound and commercially viable proposals. This role acts as a bridge between engineering and sales, ensuring tailored solutions for industrial clients.

Key Responsibilities:

- Identify and develop new business opportunities in the manufacturing, robotics, and automation sectors.
- Generate leads, prepare quotations, and convert opportunities into successful orders in line with sales targets.
- Conduct market research to stay updated on industry trends and customer requirements.
- Represent the company at exhibitions, demos, and client presentations to promote solutions.
- Understand customer applications and recommend appropriate robotic or mechatronic solutions.
- Collaborate with internal engineering and application teams to prepare proposals.
- Provide pre-sales technical support, including trials and proof-of-concept demonstrations.
- Ensure smooth execution of orders, coordinate deliveries, and support post-sales activities.
- Maintain accurate records of customer interactions and sales activities (CRM implementation in progress).
- Prepare and submit weekly/monthly sales reports and forecasts.

Key Skills & Competencies:

- Strong technical understanding of robotics, sensors, motion control, PLCs, and automation systems.
- Excellent communication, negotiation, and interpersonal skills.
- Self-motivated, target-driven, and customer-centric approach.
- Proficiency in MS Office; familiarity with CRM tools is a plus.

Qualifications & Experience:

- Education: B.E. / B.Tech in Mechatronics, Robotics, Mechanical, Electrical, or Instrumentation.
- Experience: 1–4 years in technical sales, preferably in automation or robotics.
- Preferred Exposure: Experience with industrial robots such as Yaskawa, ABB, FANUC, Denso, Omron, or Daihen.

Travel Requirements:

Frequent local travel for client meetings, exhibitions, and vendor interactions.

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会社説明