

JOB DESCRIPTION

Role Title: Sr. Engineer / Asst. Manager

Department: Sales - BMH

JOB PURPOSE: (Role Summary)

Generates Enquiry, Understands customer requirement and prepare techno-commercial offer for conveying systems.

MINIMUM REQUIREMENTS:

<u>Education :</u>	B.E. (Mechanical) Additional Qualification (preferable)- MBA Marketing
<u>Experience :</u> (No. of years)	5-8 years
<u>Specific Industry Experience:</u>	Bulk Material Handling Industries / SPMs / Boilers / Compressors (experience in sales & marketing of any non-standard / project based equipment / machinery)
<u>Other Requirements (Certifications and so forth) :</u>	SAP knowledge

KEY AREAS OF RESPONSIBILITY:

- Product Promotion and independent enquiry generation
- Market Research & Market Intelligence
- Marketing of New Launched Products
- Study Enquiry.
- Equipment Sizing & selection including calculations. Detailed cost estimation.
- Prepare Techno-commercial offers.
- Prepare back-up documents for Techno-commercial discussion.
- Get bought-out offer. Offer Back-up for bought-outs.
- Project Creation and Budget Allocation.
- Co-ordination with collaborator for import prices / technical inputs.
- Follow up with customers.
- Processing order- Order intimation (OI) and Data for Engineering.
- Conduct Contract Review meeting.

DESIRED CANDIDATE PROFILE:

- Customer Contacts in Cement, Steel, Mining and related industries are preferable.
- Should be able to independently handle all related activities from receipt of enquiry to Order finalization.
- Good Communication Skills are mandatory.
- Should be ready for extensive travelling
- Knowledge of Estimation, costing, sources of Purchase items, etc. is essential.

ADDITIONAL RESPONSIBILITIES:

- Bought-out Finalization, Assistance in Order Release
- Imports Finalization, Assistance in Order Release
- Trouble Shooting for Budget Deficit Items

ENVIRONMENTAL RESPONSIBILITIES:

Maintains safe and clean working environment by complying with procedures, rules, and regulations
Proper utilization of available resources.

INTERNAL AND EXTERNAL INTERACTIONS:

INTERNAL	Engineering - Submit Data Required for GA drawing. Project - Submit OI, Project Documents
EXTERNAL	Customers Suppliers

KNOWLEDGE AND SKILLS:

Knowledge	Skills
Basic Engineering	Communication Skill
Knowledge about conveyor systems and its applications	Negotiation / Persuasion Skills
Knowledge about Commercial Terms	
Knowledge about market , Customer Buying Pattern, Equipment Application	
SAP	