

JOB DESCRIPTION

Role Title: Engineer

Department: Sales UMH

JOB PURPOSE: (Role Summary):

Generates Enquiry, Understands customer requirement and prepare techno-commercial offer for Unit material handling equipment.

MINIMUM REQUIREMENTS:

<u>Education :</u>	B.E. (Mechanical) / Diploma in Mechanical Engineering Additional Qualification - MBA (Marketing)
<u>Experience :</u> (No. of years)	Minimum 3 years for BE Minimum 5 years for DME.
<u>Specific Industry Experience:</u>	Sales & Marketing of Material Handling Systems to Automobile and Auto component Industries.
<u>Other Requirements (Certifications and so forth) :</u>	Experience in working on MS applications (Word, Excel, PowerPoint), CAD.

KEY AREAS OF RESPONSIBILITY:

- Identify potential clients and build database.
- Travel extensively across India (preferably North & South India)
- Product Promotion & Independent Enquiry generation.
- Responsible to establish business plans, develop market place opportunities.
- Increase Sales Revenue.
- Tracking competitor's activities and providing valuable inputs for fine tuning sales & marketing plans.
- Market Research & Market Intelligence.
- Marketing of New Launched Products.

DESIRED CANDIDATE PROFILE:

- Ability to independently handle responsibilities.
- Good academic record.
- Willingness to travel.
- Good Communication Skills

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	Ability in multitasking and prioritizing workload.
Frontline Sales Engineer with exposure to North / South India.	Ability to interact with customers and convince on techno commercial aspects
Knowledge of Factory/ Industrial automation systems and processes.	Communication Skill
Knowledge about market , Customer Buying Pattern, Equipment Application	Negotiation / Persuasion Skills
Proficient in Microsoft Applications, CAD.	