

Job Role: Technical Sales Engineer

Location: Hyderabad

Salary : INR 2.00 LPA to 3.6 LPA (depending on performance in interview and skills)

Duration: Full Time

Qualification: B.E / B.Tech in Mechanical Engineering

Year of Passout: 2021, 2022 and 2023

Job Responsibilities:

- Responsible for all aspects of the sales cycle: cold calling, prospecting, qualifying and all other aspects of the sale.
- building long term relationships, which are founded on the principles of ROI, and offering solutions that ultimately improve the overall business productivity and profitability of engineering and manufacturing environments.
- Conduct an onsite needs assessment with customers and a present suite of Engineering Solutions.
- Bring the #1 selling CAD products to manufacturing and design industries.
- Meet or exceed monthly and annual unit and revenue goals
- Manage the sales activities of the assigned territory and provide detailed, accurate monthly forecasts.
- Work hand in hand with engineers to demonstrate solutions to fill client needs
- Continue a coordinated effort to ensure client success and ongoing sales opportunities.

Skills:

- Excellent communication skills
- Excellent Presentation Skills
- Good knowledge of English and Telugu

Attitude:

- Solution based approach to solving customer requirements
- problem solver with a get it done attitude and strong self-motivational attributes
- Must be comfortable selling at the executive as well as the engineering levels. Must have high standards for themselves, their product, and their services.