

Job Description:

Position Title:	Field Sales - Industrial Segment / Water
Division:	Industrial / Sales
Location:	Mumbai / Baroda / Pune
Reporting to:	Sales Engineer / Asstt. Manager (Based on Qualification, Experience)
Position Summary:	The Sales Engineer will be responsible for all aspects of Sales in the allocated area and will be expected to contribute to the growth of business and be aligned to the requirements including but not limited to customer specifications, requests for quotes, proposal development, product information, front-line technical support, and special requests, Regular visit to key customers, New customer development, Connect with oil and gas end users and OEMs, Specifying products with consultants.
Principal Activities:	<ul style="list-style-type: none"> • Direct support to Customers and Distributors in the area. • Should have excellent relationship with key customers in the area. • Regular visit to Key customers and New customers • Analysis of Technical / Commercial specifications defined by the customer and International Industry standards. • Configuration of the Valves and Accessories in line with enquiry specifications. • Give all required data for Preparation of Techno-Commercial Proposals to Internal Sales Team. • Co-ordination with Distributors and all Internal Departments to communicate customer's requirements during the development of enquiry responses and formal written proposals. • Provide Product training to Distributor sales force as well as Inside and Outside Sales team. • Coordinate with Internal Departments / Distributors to ensure smooth execution of Orders.
Candidate Requirements:	<ul style="list-style-type: none"> • Excellent ability to analyze and interpret Customer Specifications. • Must be a residing in Vadodara. • Learning Industry applications and appropriate Valve solutions to address technical issues. • Developing Commercial proposals with appropriate price and cost details. • Interact with customers to develop optimal techno-commercial solutions that meet customer needs. • Background in Valves, Pumps, process automation, System / Industrial products, Projects sales, Tendering, Working with EPC & Engineering Consultants. • Working as a member of a cross-functional team to gain expertise in Sales, Application engineering, Development engineering, Manufacturing, Sourcing, and Commercial disciplines. • Good in meeting deadlines • Must understand capacities issues in an "Engineered to Order" environment • Good connect with process endusers and OEMS. • Good Knowledge of Commercial terms (penalties, guarantees), payment methods, contractual terms, good communication skills required. • Familiar with Sales & Application tools (CRM, selectors, configurators, etc.)

	<ul style="list-style-type: none">• Must be a strong influencer, driven solely by data and facts.• A good understanding of ERP systems• Ability to work as a team.
Education and Experience	Bachelor / Master's degree in Mechanical / Chemical or Instrumentation Engineering from accredited university or college
Experience:	Minimum 3-7 years in Industrial Valves or Pumps
Compensation:	Commensurate with Qualification and Experience ranging from Rs.5-12 Lacs CTC
Website:	www.magwen.de