

**Position :** Sales Engineer

**Job Location(s) :** Bangalore

**Job Type:** Full-time

- We are looking for a high-performing Sales Engineer to help us develop projects ,sales plan and revenue growth targets
- Sales Engineer will be responsible for current year sales and develop business and projects across the state in Water resource dept & Irrigation etc.

### **Key Responsibilities**

- Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Develop and maintain comprehensive knowledge of competitive products and their activity in the marketplace and provide reports, on regular basis
- Generates revenue by soliciting and obtaining orders, understanding and interpreting technical requirements, providing technical information, and developing accounts.
- Maintain database of projects, key influencers ad opportunities
- Achieve sales targets and develop new business with existing / new customers
- Leading and ensuring on-time collection and proper cash flow

### **Requirements and skills**

- BE - Civil / Mechanical (Preferable)
- 2 -6 years of experience in sales of engineering products in Karnataka
- Excellent listening, negotiation and presentation skills
- Verbal and written communications skills

### **Mandatory Requirement**

- Local from Karnataka
- Language – Hindi, English, Kanad
- Ready to travel across the state