

Job Title : Sales Engineer (Industrial Automation)

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| Job Locations | : Bangalore, Chennai, Hyderabad, Mumbai, Pune, Ahmedabad, Delhi. |
| Work Experience | : 2 Yrs Min to 4 Yrs Max |
| Annual CTC | : At par with market standards. |
| Other Salary details | : Incentive, Bonus, Yearly increment, Allowances, Mediclaim etc. |

Role Description

- ❖ As a Sales Engineer, your role involves promoting and selling Industrial Automation products in your assigned region. You'll work to offer innovative solutions to India's industrial sector using Automation Combine's wide range of automation products across its eight business divisions.

Key Responsibilities

- ❖ Drive sales efforts targeting OEMs, EPC firms, and end-user customers, effectively representing our product portfolio.
- ❖ Identify prospective clients and advocate for our Product Portfolio.
- ❖ Foster and nurture client relationships through regular visits, ensuring sustained customer engagement and retention.
- ❖ Provide expert guidance and technical support to assist customers in selecting the most suitable products to meet their specific needs.
- ❖ Lead engineering / application studies to promote multiple products, showcasing the versatility and capabilities of Automation Combine's product offerings.
- ❖ Analyze market challenges and proactively address customer queries, ensuring a seamless customer experience throughout the sales process.
- ❖ Collaborate cross-functionally with internal teams to align sales efforts with organizational objectives and priorities.
- ❖ Prepare comprehensive sales reports and effectively communicate sales performance metrics to management.
- ❖ Meet or exceed sales targets and objectives set by management, demonstrating a commitment to achieving business growth and success.