

Job Title: Technical Sales Engineer

Location: Thane

Qualification:

BE Mechanical Engineering / Diploma in Mechanical Engineering

Experience: 2–3 years in selling Mechanical Spares / Valves for ISO Tank Containers / Road Tankers

Job Responsibilities:

Overall responsible for the growth and business development across assigned territory and hit sales targets annually.

Implement business plan that expands company's customer base and ensure its strong presence in the market year on year.

Should have good connect with consultants, manufacturers, contractors to specify and market our brands of product w.r.t containers and road tanker fabricators or manufacturers of Hazardous and Non-Hazardous chemicals.

Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs on a regular basis.

Should have strong technical expertise to understand and provide proper solutions to customers.

Identify emerging markets and market shifts while being fully aware of new products and competition status.

Desired Profile:

Strong communication skills and interpersonal skills with a flair for B2B marketing and travelling.

Ready to travel at short notice on a Pan-India basis as required.

Thorough knowledge of Excel, Word, PowerPoint Presentations, and tenders.

Experience in Loading Arms, Skids, Valves, and Fittings for ISO Tank Containers / Road Tankers.