ViscoTec India Private Limited

Job Description:

Position: Sales Engineer

Experience: 2 - 3 Yrs

Job location: Bangalore

Key responsibilities

1. Responsible for sales activities in the allotted region i.e. Bangalore and Chennai
2. Identifying potential customers, scheduling appointments and educating potential customers about our products and their benefits.
3. New customer acquisition through regular visits to potential customers.
4. Develop long-term business relations with existing customers.
5. Working on incoming enquiries. Understanding technical requirement, providing suitable solutions, follow-up and closing the deals.
6. Increase brand awareness by participating and visiting trade fairs and congresses.
7. Active support of existing and new customers in co-ordination with the service team.
8. Ensure customer satisfaction and performance review after installations at client side.
9. Market and competition analysis as well as recognition of new trends.
10. Following up with customers for payments.

Required Experience & Skills

1. Around 2 - 3 years of proven hands-on experience in sales of capital equipment, and preferably dispensing and automation equipment.
2. Proven experience in dealing with customers from automotive, auto ancillary, electronics manufacturing (working with EMS clients) and related industry is required.
3. Working knowledge of fluid dynamics, pneumatics, control panels and reading electrical circuits is an added advantage.
4. High customer orientation and willingness to travel (Extent of travel: 75%).
5. Should have excellent communication skills (email & telephone); reading, writing & speaking in English language a must.
6. Language: Kannada & Tamil speaking candidates will have a clear advantage.
7. German language skills are an added advantage.
8. Should have problem solving attitude and cost-conscious thinking.
9. Candidate must be highly organized, detail oriented, team player and have positive attitude towards day-to-day challenges.
10. Graduate: B.E./B.Tech, Diploma in Electrical, Mechanical or Mechatronics engineering.
11. Post Graduate: Not a necessity, will be considered as advantage.

Company information

ViscoTec Pumpen u. Dosiertechnik GmbH is a company from Upper Bavaria (Germany) which primarily deals with systems required for conveying, dosing, applying, filling and emptying medium to high-viscosity fluids.

Our high-quality products are used worldwide in many plants and we export to more than 30 countries.

ViscoTec has established its newest subsidiary, i.e., ViscoTec India Pvt. Limited in Pune to cater to growing automation industry.

We believe, our employees are our assets. "Challenging and encouraging" is our motto for qualified, motivated and satisfied employees who are responsible for acting on their own initiative.

Job information

Industry:	Industrial Products/Automation equipment
Functional Area:	Service, Sales & Customer Relationship Management
Role:	Sales Engineer

Full time, Permanent job (after successful completion of probation period)

Travelling is required.

What ViscoTec offers: Scope for implementing creative ideas, practical approach to organizing business activities & opportunity to grow together with its newest subsidiary.

For more details contact: india@indo-german.com

ViscoTec India Private Limited

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ViscoTec