

Sr. Sales and Application Engineer

Oemeta Chemische Werke GmbH is family owned German SME, part of the renowned Mittelstand. Founded in 1916 Oemeta today stands as a technology leader in the field of metal working fluids. Oemeta India has been active since April 2015 and is involved in trading of metal working fluids manufactured at our HQ in Germany.



Oemeta India has grown at a rapid pace over the last 4 years. More than doubling up our sales over last two consecutive calendar years. We are now looking to expand our presence in India and outperform the achieved growth over the next years. We are keen to welcome highly motivated and focused individuals to join our team and be part of this success story. We are offering a very entrepreneurial role which will offer you a lot of cross functional experience with a sharp focus on sales and business development. <https://www.oemeta.com/>

Job Location: Chennai and Bangalore (2 vacancies available)

Job Responsibilities:

- The candidate will be responsible for determining, developing and implementing our go to market sales strategy in close interaction with the management, with clear focus on developing and scaling company's business in the assigned area. At the beginning, you will be an individual contributor; eventually your responsibility will evolve into developing a high performance team to execute this strategy.
- Be accountable and manage sales cycle from prospecting to pre sales to conversion.
- Achieving sales targets, with sharp focus on profitability.
- Devise sales strategies to increase market penetration and sales volume.
- Understand the needs of the customers and suggest them the right product from Oemeta product portfolio. Should have a consultative approach apt for solution selling.
- Develop strong project pipeline for future business, sharp focus on managing leads.
- Identify /on-board/develop distribution partners in the assigned area
- Keep a track of competitor activities and market trends in the assigned and report them to the management.
- Ensure one point relationship with the customer for the assigned territory, including application.
- Recommend marketing activities to the management.
- Maintain technical know how
- Customer training
- Distributor training
- Ready for extensive travelling in the assigned business territory

Skills

- Strong communication skills, be a good listener and a convincing speaker.
- Excellent command over English & Regional language is mandatory. Should have a working knowledge of Hindi.
- Self-motivated individual with ability to work independently under minimum supervision, have an entrepreneurial attitude.
- Ability to connect and maintain business relationship with decision makers at existing and prospective customers, influencers.

Qualification

- B- Tech /BE is must in any of the following disciplines:
 - mechanical Engineering,
 - Industrial Production,
 - Chemical Engineering
- An MBA with specialization in sales and marketing is desirable not mandatory.

Experience: 3-6 years of experience in Sales and Application in the following

- Metal working fluids
- Cutting tools
- Machine tools
- Filtration Systems

Applications are invited from candidates who are keen on working in a dynamic and highly rewarding start up environment.

For more details contact: denise.eichhorn@indo-german.com, Tel: +91 – 22 – 66652128

"We would like to inform you that once you send us your application we will store your personal data (Name, contact) in order to process your application. (For all individual within the EU the legal basis for holding your data is the new GDPR data protection legislation Art. 6 I 1 lit. b EU GDPR, that came into effect on 25th of May 2018).

After completion of the application procedure/ contract as well as expiry of duties of documentation your data will be deleted from our database. You can ask us for further information or deleting your data at any time on condition that there are no contradictory provisions. For further information regarding the security of your data, click [here](#)."