

Job Description

Position	Sales Engineer	Firetech Equipment & Systems Pvt Ltd.
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Job Responsibility & Goals:

1	Travel extensively PAN India for Sales meetings, lead generation, and Revenue generation.
2	Establishing new relationships by identifying potential customers; planning and organizing sales call schedule.
3	Making technical presentations and demonstrating how a product meets client needs
4	Recording and maintaining client contact data. Generate new inquiries, prepare quotations and attain monthly target of order booking.
5	Preparing cost estimates by studying plans and related customer documents; consulting with engineering and production team
6	Confer with customers and engineers to assess equipment needs and to determine system requirements.
7	Preparing reports for head office and meeting regular sales targets
8	Submitting orders by conferring with technical staff; costing engineering changes.
9	Identifying current and future customer product requirements by establishing personal rapport with potential and existing customers and other persons in a position. To provide product, service, or equipment technical and engineering information by answering questions and requests.
10	Meeting regular sales targets and coordinating sales projects
11	Contributing to team effort by accomplishing related results as needed.
12	Must be willing to travel extensively- 80%

Reporting Relationships:

Reports to- Business Development Manager
Following team members will report to you
None

Job Specifications:

Knowledge		Attitudes		Skills	
1	Projects industry	1	Self-Motivated	1	Presentation
2	Computer	2	Outgoing	2	Communication
3	Optional-Autocad	3	Organized	3	Professionalism
4	Sales of Industrial Goods	4	Adaptive to changing Environment	4	Analytical
5	Estimation & Documentation	5	Persuasive	5	Creativity
6	Quotation Preparation	6	Able to handle criticism		