

<b>Job title</b>	<i>Pre-Sales &amp; Application Engineer (Dy. Manager)</i>
<b>Department</b>	<i>Marketing</i>
<b>Location</b>	<i>Thane</i>
<b>No. of positions</b>	<i>1</i>
<b>Designation</b>	<i>Marketing Executive</i>

### **Job Description**

The Pre Sales executive coordinates pre-sales activities. He/she transfers industry, technical and product knowledge to customers via good written, verbal and presentation skills. Assists in all levels of technical account planning and accompanies sales account managers on visits to customers. The Pre Sales executive supports the successful achievement of Information Builders sales targets by analyzing the technical needs and proving Information Builders ability to deliver the solutions proposed to prospects or existing customers.

### **Duties and responsibilities**

- Conceptualize and develop business solutions for Pilot Projects and Commercial engagements which are specifically designed to address client's business requirement specifications, opportunities and challenges
- Work in tandem with the Project Management and Sales teams to develop value propositions that are unique and directly address the business imperatives of the clients
- Assume end-to-end responsibility of the solution design and implementation processes for all projects
- Be part of the proposal/solution presentations and discussions
- Perform industry benchmarking research
- Responsible for understanding business and technical problems including key regulations, business drivers, evolving business needs, etc.
- Understand the require specification from customer and prepare GTP, BOM in line of customer requirement / specifications
- Collect vendor information for C&R panel, SCADA projects
- Responsible for preparing for meetings and tailoring communications to address business needs of potential clients as part of the pre-sales process.
- Meet client and manage client visits
- Build case studies and competency documents
- Work with various stakeholders to conceptualize and execute various projects

- Periodic feedback from clients and work towards implementing them wherever and whenever applicable
- Maintaining Master sheets of all client SLA data and billing/ commercial related information
- Periodic and planned presentations of power system automation & communication focus area, C&R panel scheme engineering, SCADA projects to the respective clients

### Qualifications

- **Any Graduate / PG**
- **5 years experience in** Power system practice, presales activities, industrial automation system practices, Protection relay applications and testing, SCADA practices, Account Management or relevant positions
- Understanding of Project Management principles and other various Business Methodologies
- Worked on Request For Proposals (RFPs) and Request For Information (RFI)
- In depth knowledge on Financial planning, Estimations, Budgeting and Forecasting processes
- Hands on experience on Presentation of various Technical solutions to client's requirements
- Strong Interpersonal skills

### About Company

ASHIDA Electronics, headquartered at Thane, India is a leading manufacturer & supplier of Numerical, Static & Auxiliary Protection Relays. We are the pioneer's in development of a range of static and numerical relays, with 400+ experts. In addition, ASHIDA manufactures Control & Relay Panels and has its own SCADA System with all latest specifications & communication protocols like IEC 61850. Our Relays are thoroughly Type-Tested as per International IEC - Test Specifications. Our more than 1 million Relays are protecting key electrical installations all over the world. Our aim is to become a Global Player in Power Protection Systems and to explore avenues in foreign markets

Kindly visit our website for further info <http://www.ashidaelectronics.com>

### Compensation

As per experience

### Contact

Ms.Ashwini

Contact no. 022-61299100

Email: [ashwini.patil@myashida.com](mailto:ashwini.patil@myashida.com) & [hr@ashidaelectronics.com](mailto:hr@ashidaelectronics.com)