

Senior Sales Engineer

Vacancy -2 No

Posting- This role is primarily based in Kolkata & working Area is Eastern Part of India, where you'll get the chance to interact with teams involved in Protection, Automation for Power Generation/Transmission & Distribution covering Industries & Utilities Sector of India & Foreign countries as well

Job Profile

- Solid understanding of substation Protection System
- Knowledge of SCADA/EMS/RTU/FRTU
- Working with marketing and other departments to prepare sales plans and bids, ensuring technical and financial accuracy
- Monitoring customer and market trends along with the marketing team to develop effective marketing activities
- Ensuring efficient marketing activities and value proposition to customers
- Experience on Testing and Commissioning of Relays, CRP.s & VCB's. Knowledge of control schemes for Protection Relays will be an added advantage
- Sound knowledge of Channel business, technical know how
- A proven ability to develop and manage customer relationships
- A collaborative, solution-focused approach, with strong written and spoken communication skills
- Must be willing to travel as per business demand and customer need
- Managing existing Customer base and developing new customer base.
- Achieving order booking targets
- Selection and Develop new customers and Working on New Projects.
- Developing new dealers/ partners to address the customer requirements & nurturing them for technical capability enhancement.
- To gain market share within the Region along with Profits /DP and timely collection.
- He is able to carry Corporate image and should be solution provider to customer. He should be having excellent influencing and convincing skills
- Experience on conducting customer Training on Products and applications
- Knowledge about Cyber -security will be added advantage

Qualification-We are looking for a Bachelor's Degree/ Diploma in Electrical/Electronics/Power engineering from reputable university/college with consistent track record and minimum 3 years of experience in relevant field. Excellent computer skills, capability to express complex matters in clear and understandable language, excellent presentation and writing skills

