

# Candidate profile – Application Sales engineer

---

Position : 2

Reporting to: Sr. Application Engineer

Location : Ahmedabad and Baroda

**Qualification: B. E / B. Tech in Mechanical eng./ Diploma in Mechanical eng.**

Experience: Min.1-Max.2yrs

**Industry: Pumps/Valves/Power tools/Welding consumables/Electrical panels/Steel/Industrial paints/Instrumentation products/NDT products/Metal processing machineries/Capital equipment's/Cutting automation**

## Job description:

- Maintaining and developing relationships with existing customers via meetings, telephone calls and emails.
- Must have in depth knowledge of the product to be able to explain the pros and cons of the product to a customer and demonstrate the various functionalities of the product.
- Should be able to negotiate the terms of the sale and close the sale effectively with possibilities of the client coming back to the company.
- Should be able to analyze the market and develop an effective plan to maximize profit for the organization.
- Should be able to promote product developments and enhancements or newer upgraded products to the customers.
- Gathering market and customer information and providing feedback on future buying trends.
- Representing your organization at trade exhibitions, events and demonstrations.
- Recording sales and order information and sending copies to the HO.
- Reviewing your own sales performance, aiming to meet or exceed targets.
- **Flexibility to travel as per the requirement.**

## Knowledge & Skills

- Able to communicate complex technical issues, with good presentation skills.
- Good communication and problem solving skills.
- Self-motivated and adaptable to be able to work with minimal supervision.
- Team player
- Good interpersonal skills
- **Fluent verbal and written communication skills in English language**
- Well versed in MS office applications.

## How to apply

Kindly send your resume on [info@aavishkargroup.com](mailto:info@aavishkargroup.com)