

Job Reference	AURA\SL\SLE\09\2014
Closing Date	10 th October, 2014
Job Position	Sales / Business Engineer
No: of Vacancies	4
Job Location	All over Kerala
Experience Required	1-3 years experience in marketing and sales of Industrial equipments and / or generator sets
Candidature	Men & Women
Job Purpose	Builds business by seeking and identifying prospective customers, identifying their requirements and selling products, equipments and services that meet their requirements. Creates and maintains new and existing clientele on a regular basis for business growth.
Job Duties	<ul style="list-style-type: none"> ✓ S/He will identify the current and future sales opportunities of the product by establishing personal rapport with potential and actual customers and other persons relevant to the business. ✓ S/He will service the existing accounts for orders/ enquiries and will establish new accounts by planning and organizing daily sales call schedule on existing or potential sales opportunities. ✓ S/He will provide the product, service technical / engineering information to the customers when requested by them. ✓ S/He will be responsible in submitting offers to customers by referring to price lists and product literature. ✓ Identifies improvements to existing products in the market or launch of new products by remaining current on industry trends, market activities and competitor activities. ✓ S/He will inform the management by submitting activity and results reports such as daily call reports, weekly work plans, monthly, quarterly and annual reports based on territory and targets. ✓ S/He will be a strong team player and will contribute to team effort by accomplishing related results as needed to achieve team goals.
Skills &Qualifications	<ul style="list-style-type: none"> ➤ Excellent Client / Customer Relationship Skills ➤ Excellent Negotiation, Prospecting and Communication Skills. ➤ Self Confident, High Energy Level, Creative and with good teamwork skills. ➤ Achieve sales targets consistently ➤ Self motivated for Sales, Independent and persistent. ➤ Adaptability to market situations. ➤ Good organisation and sales planning skills. ➤ Product knowledge and Commercial awareness. ➤ Skills in competitor activity tracking. ➤ Numerical skills. ➤ IT skills.