



Job Description - CNC Sales Engineer

Key Accountabilities & Responsibilities:

- Responsible for maintaining and enhancing the market share of CNC products in the respective Zone.
- Develop the customer relationship and business development with existing customers.
- Preparation of BOM without errors and with correct specifications.
- To schedule and visit the MTB, retrofit and end users every month.
- Improve the market share of FANUC with the MTB's.
- Maintain excellent business relationship with end users.
- Collection of receivables, C Forms, TDS certificates within due dates.
- Collate and analyze market information on Competitor data and sharing of information.
- Improve the product awareness through exhibitions, seminars, road shows etc.
- Ensure timely preparation and reporting of all the sales related MIS.
- Liaison with application team to provide complete solution to customers.

Profile Expectation:

- BE / B Tech in Electrical / Electronics/ Mechatronics Engineering.
- Knowledge of Commercial Sales Requirements.
- 3 to 6 years of experience, out of which 1 to 2 years of Sales in Engineering in Automotive / Engineering industry.
- Excellent organizational skills with the ability to deliver to set deadlines
- Proficient in MS Office applications
- Strong interpersonal, report writing and statistical analysis skills.
- Proven ability in multitasking and prioritizing workload.
- Flair to travel extensively, meet creative people in the engineering world.