



Job Title: **SALES ENGINEER - INDUSTRIAL NETWORK SOLUTIONS**

Job Code: **AC/IN/03**

**Job Description:**

**Candidates not having minimum four years' experience in selling Industrial Network solutions should not apply for this role.**

This position holder will be responsible for sales of Industrial Ethernet Switches, Media Converters, PoE Switches, IEC-61850 Substation Switches and Fieldbus to Fiber Optic Converters - EKS Engel - Germany, Deutschmann Automation - Germany & Other networking products from other manufacturers in to their regions. The objective is to integrate the various products available in VIPA India and Automation Combine product basket while offering technically feasible solutions in the field of automation to the Indian industry.

**Automation Combine** – is a 10-year-old business organisation in the field of industrial automation having collaboration with twelve multinational companies mainly from Europe having world class products and technologies.

Automation Combine is an ambitious and fast-growing organisation with a growth rate of over 30% year after year. Within Automation Combine we work with a driven, close and helpful team. We are empathetic, genuinely interested and passionate about everything we do. Working at Automation Combine means working in a team of professionals where personal development, personal responsibility and collegiality are central.

Automation Combine today has the following business units

1. **Industrial Network Solution (Procentec | EKS Engel | Deutschmann)**
2. Controls, drive and motion (Yaskawa)
3. Sensor and cord set (di-soric | ESCHA)
4. SCADA (Progea)
5. Energy Meters (Janitza)
6. IIOT solutions (Tosibox)
7. IPC and Embedded Solution (AAEON).

**Key Words:** Industrial Grade Ethernet Switches, Industrial Media Converters, Industrial Field bus to fiber converters, Protocol Converters, Managed Switches, Unmanaged Switches, Serial Device Servers, POE switches, EN certified switches.

**Work Experience: 4yrs Min to 8 yrs. Max**

**Annual CTC:** At par with market standards.

**Other Salary details:** Incentive, Bonus, Yearly increment, Allowances, Mediclaim etc.

**No of vacancies:** Multiple

**Location:** Ahmedabad, Delhi, Mumbai, Pune and Chennai.

**Knowledge, Skills and Abilities Required**

1. Bachelor of Electrical, Electronics & Communication, Instrumentation and/or power electronics in Engineering from a four-year college or related technical school.

2. CCNA certification is preferred.
3. Working experience in sales of Industrial Networking products a must.
4. Basic knowledge on various industrial protocols is a must.
5. Basic knowledge on creating various topologies of the switches proprietary ring is preferred.
6. Experience with industrial communication terms like: Recovery time, VLAN, Link Aggregation, Spanning Tree, Loop Protection, QoS Features, IP Multi casting, Security features etc.
7. Exposure to working with OEM, System Integrators (Automation/Industrial Networking), End users, DCS vendors preferred.
8. Energetic, self-motivated and focused.
9. Strong relationship builder.
10. Ability to multi-task and work cross-functionally.
11. Team player who is able to work independently as required.
12. Strong interpersonal, analytic and communication skills.

**Responsibilities:**

- ✓ Identify and qualify potential accounts and promote Industrial Networking products along with various products available in VIPA India and Automation Combine product basket.
- ✓ To visit minimum 4-6 customers relevant to the business segments provided everyday depending on the territory allocated.
- ✓ To increase customer base through customer mining, customer segmentation and approaching new regions in the allocated territory.
- ✓ Execute high velocity sales with OEMs, system integrators and end user customer.
- ✓ Provide application, product selection and cross-reference assistance based on customer requirements.
- ✓ Assessing of Client's Automation Engineering Requirements.
- ✓ Independently design and lead complex engineering studies and experiments often with multiple products from the Automation Combine product basket.
- ✓ Analyze complex problems and identify their impact. establish probabilities. draw conclusions reflecting broad business needs.
- ✓ Assist customers with product information for Automation Combines industrial automation products.
- ✓ Lead and/or participate on cross-functional teams to support organizational goals.
- ✓ Generate daily visit report and weekly sales review reports as per company policy.
- ✓ Attain monthly and yearly sales goals established by management.
- ✓ Conduct product demonstration at customer site.
- ✓ Other duties as assigned by management.