

Job Title : Sales Engineer (Energy Meters)

Job Locations	: Bangalore, Ahmedabad, Delhi, Pune & Chennai
Work Experience	: 2 Yrs Min to 8 Yrs Max
Annual CTC	: At par with market standards.
Other Salary details	: Incentive, Bonus, Yearly increment, Allowances, Mediclaim etc.

Knowledge, Skills and Abilities Required

- ❖ Bachelor of Electrical, Electronics, Instrumentation, Telecommunication in Engineering from a four-year college or related technical school.
- ❖ Working experience in sales of Energy Meter Products a must.
- ❖ Basic knowledge on electrical power and measurement parameters a must.
- ❖ Basic knowledge on sub-station protocols and IEC standards preferred.
- ❖ Experience with industrial communication networks such as RS-232, RS-485, Profibus, and Profinet along with Modbus, Device net, BACnet and Ethernet protocols.
- ❖ Exposure to working with electrical consultants preferred.
- ❖ Energetic, self-motivated and focused.
- ❖ Strong relationship builder.
- ❖ Ability to multi-task and work cross-functionally.
- ❖ Team player who is able to work independently as required.
- ❖ Strong interpersonal, analytic and communication skills.

Responsibilities

- ❖ Identify and qualify potential accounts and promote Janitza Energy Meters 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 Application Requirements.
- ❖ Independently design and lead complex engineering studies and experiments often with multiple products from the Automation Combine product basket.
- ❖ Analyse 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.