

Job Title : Sales Engineer (Industrial Communication & Networking)

No of Vacancy	: Multiple
Locations	: Bangalore, Ahmedabad, Delhi, Pune & Chennai
Work Experience	: 3 Yrs Min
Annual CTC	: At par with market standards.
Other Salary details	: Incentive, Bonus, Yearly increment, Allowances, Medclaim etc.

Knowledge, Skills and Abilities Required

- Bachelor's degree in Electronics Engineers, Instrumentation Engineers or with relevant experience.
- Minimum of three (3) years+ of demonstrated application solutions sales experience with OEM, EPC, System Integrators, Panel Builders, and end user customers.
- Sales experience in Industrial Communication and Networking Products is essential.
- It is essential that the applicant has sound knowledge on
 - Managed Switches
 - Unmanaged Switches
 - LAN Switches
 - POE
 - Media Convertors
 - Fiber Optic Systems
 - Protocol Convertors
 - Profinet Switches
- Applied knowledge and selling experience in selling component or passive products to OEM and distributor accounts.
- Highly motivated self-starter and financially driven.
- Ability to multi-task and work cross-functionally.
- Team player mentality but able to work independently as required.
- Good organization skills.
- Ability to sell Direct and via Indirect Distribution Channels.
- Energetic, aggressive, and focused.
- Strong interpersonal, listening, questioning and communication skills (written and oral).
- Ability to travel and be productive in a remotely managed territory.
- Must be proficient with Microsoft Word, PowerPoint, and Excel.
- Energetic, aggressive, and focused.

Responsibilities

- Identify and qualify potential accounts that match Automation Combine product and application competencies.
- Working alongside Consultants for product approvals.
- Execute high velocity sales with OEM and end user customer.
- Successfully build relationships (internally & externally) with customers to achieve assigned sales.

- Daily interaction with customers (internally and externally).
- Maintain a high degree of technical knowledge required to sell effectively in applications for Industrial Communication and Networking products and technology.
- Attain monthly and yearly sales goals/quotas established by management.
- Timely completion of assigned reporting activities.
- Cooperative selling and strategic planning with authorized distributors will be part of the assignment.
- Conduct product training sessions at distributors or customer sites.
- Coordinate sales efforts with Automation Combine partners.
- Other duties as assigned by management.
- Represent Automation Combine in a professional, ethical, and socially responsible manner.
- Represents the Automation Combine Guiding Principles through personal and business interactions with employees, distributors, and colleagues.