

Job Title : Product Manager (Smart Energy & Power Quality)

Job Locations	: Bangalore.
Work Experience	: 5 Years (Min) to 10 Years Max
No of Vacancies	: Two (2)
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 Engineering.
- ❖ Working experience as a Product Manager or Energy Auditor or Technical Engineer or Sales-Coordinator in 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.
- ❖ Exposure / experience of direct sales to OEMs, EPC, and end user customers is a must.
- ❖ Sales experience of similar German / European Industrial Automation products available in Automation Combine's product basket is a must
- ❖ 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

- ❖ Analyse RFQ / Specifications of Customer Requirements.
- ❖ Understand the client's applications and processes.
- ❖ Perform product selection from Smart Energy and Power Quality Solutions Division product basket.
- ❖ To work with team members and use the existing knowledge available for preparing the solutions.
- ❖ Responsible for Enquiry Generation.
- ❖ Understand the competitor's product offering.
- ❖ Provide application, 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.
- ❖ Interact with customers over calls and e-mails.
- ❖ Work closely with sales staff, and clients to obtain feedback on proposals submitted and ensure maximum order closures.
- ❖ Coordinate and participate in client clarification meetings and discussions.
- ❖ Conduct timely customer proposal reviews & revisions for technical and commercial matters.
- ❖ Elevate unresolved issues to a proper resource and help resolve customer complaints/concerns.

Automation Combine – is more than two-decade old business organisation in the field of industrial automation having best in class automation products and system solutions from our eight business divisions.

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 divisions.

1. Control, Drive and Motion Division
2. Smart Energy and Power Quality Solutions Division
3. Industrial Communication and Networking Solutions Division
4. Profibus, ProfiNet & Industrial Ethernet Solutions Division
5. Remote Monitoring Solution Division.
6. IPC and Embedded Solutions Division
7. SCADA - Supervisory Control and Data Acquisition Division
8. Sensor Division