

## **Job Title : Sales Engineer ( Industrial Automation )**

<b>No of Vacancy</b>	: Multiple
<b>Locations</b>	: Ahmedabad, Bangalore, Chennai, Coimbatore, Delhi (NCR), Hyderabad, Kolkata, Mumbai, Pune, TATA Nagar and Vadodara.
<b>Work Experience</b>	: 2 Yrs Min
<b>Annual CTC</b>	: At par with market standards.
<b>Other Salary details</b>	: Incentive, Bonus, Yearly increment, Allowances, Mediclaim etc.

### **Responsibilities**

- Sales of Automation Combine products with OEMs, EPC, and end user customers.
- Identify and qualify potential accounts and promote products available in Automation Combine's product basket. Automation Combine has the following 8 business divisions.
  - Controls, Drive and Motion (Yaskawa) .
  - SCADA (Progea | Emerson).
  - IPC and Embedded Solution (AAEON | Automation Combine).
  - Smart Energy Meters and Power Quality (Janitza).
  - Remote Monitoring and IIOT solutions (Tosibox).
  - Profibus, ProfiNet and Industrial Ethernet Diagnostic Solutions (Procentel).
  - Industrial Network Solution (EKS Engel | Deutschmann | Planet | Automation Combine).
  - Sensor and cord set (di-soric | ESCHA).
- To visit a minimum of 4-6 customers relevant to the business every day depending on the territory allocated.
- To increase customer base through customer segmentation and approaching new customers in the allocated territory.
- 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 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.
- Lead and/or participate in cross-functional teams to support organizational goals.
- Generate daily visit reports 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.

## Knowledge, Skills and Abilities Required

1. Exposure / experience of direct sales to OEMs, EPC, and end user customers is a must.
2. Sales experience of similar German / European Industrial Automation products available in Automation Combine's product basket is a must.
3. Knowledge on Industrial Automation Products available in our product basket is a must.
4. Candidate should have good knowledge of industrial communication networks such as RS-232, RS-485, Profibus, ProfiNet, Modbus, Devicenet, BACnet and Ethernet protocols.
5. Electrical, Electronics, Instrumentation and/or power electronics in Engineering from a college (four-year) or Diploma from an institute (three year) or related technical school.
6. Energetic, self-motivated, and focused.
7. Strong relationship builder.
8. Ability to multi-task and work cross-functionally.
9. Team player who can work independently as required.
10. Strong interpersonal, analytic and communication skills.

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.