SR. SALES ENGINEER/ ASSISTANT SALES MANAGER

Job Summary:

We are looking for someone who is Proactive with strong decision making, persuasion, leadership and communication skill. He/She should be able to use technical skills to explain the benefits of products to potential customers and demonstrate how our products are better than the competitor's product, interest the client in in purchasing products, negotiate a price and complete the sale.

In addition to retaining the current clients, attracting and securing new ones, help clients to solve any issues that arises when the product is installed. Responsible to achieve the sales target assigned.

Responsibilities and duties:

- Business development of Packaging equipment in Food and Beverage industry.
- Responsible for achieving the sales targets on monthly, quarterly and yearly basis through effective planning.
- Sales B2B, Lead Generation and converting customers into key accounts.
- Meeting clients and consultants for product presentation, understanding customer needs, submission and discussion of technical and commercial offer.
- Responsible for end to end sales process with clients, throughout the project development stage, proposal stage, the final selection process, the closing, and delivery of the project.
- Follow up to get the payment in time from the customers.
- Real time analysis of the market to have an advantage over the competition.
- Interaction with service team to ensure that customer experiences high level of service.

Required qualifications and skills:

- A Bachelor's degree in Mechanical/Electrical Engineering.
- 4+ Years in business development of packaging equipment in food and beverage industry.
- Preference: Liquid filling Line, Powder Filling Lines, Blister and Cartoning Machines.
- Working experience as an Assistant Sales Manager, Sales Engineer, or a similar role in the Sales Department.

- Ability to perform individually and to work with the Team as well.
- Able to complete projects in a timely manner
- Excellent computer literacy is must and knowledge of visualization would be preferred.
- The ability to work with multiple discipline projects.
- Excellent organizational, time management, leadership, and decision-making skills.
- Strong written and Verbal communication skills.