

JOB DISCRIPTION – Sr. Sales Engineer/ Asst. Manager

Experience: 4 – 6 Years

Location: Bangalore

Compensation: Negotiable

Education: B.E. (Electronics & Communication/Electrical Engineering/Instrumentation)

Role: Sr. Sales Engineer/ Asst. Manager Sales:

Builds business by identifying and selling to prospects; maintaining relationships with clients and owns sales and Revenue Tax etc.

Functional Area: Solar Sector/Power Sector/Energy sector/embedded systems/RFID-Sales.

Skills/ Traits : Presentation Skills, Client Relationships, High Energy Level, Negotiation, Prospecting Skills, Target Orientation, Creativity, Sales Planning, Self Motivated.

Detailed JD:

Responsible for sales and Revenue. Prior experience in selling energy related/Power industry products Ex: Energy Meters/Generators/Charger Controlling to System integrator, companies like Kirloskar, Sneider or system integrators dealing in these products or Embedded systems/RFID products-Warehouse/retail-Jewellery etc.

Ability to be converting in the customer's requirements to fit the company products and solutions.

- 4+ years successful sales experience.
- Knowledge of Renewable energy/Power Industry ,sales to system integrators /direct company and the ability to provide an integrated solution to prospective clients
- Identifying prospective clients & create the go to market plan for the identified territory & industry vertical.
- To identify business opportunities and drive profitable new business with extensive cold-calling, focused email campaigns, webinars, presentations, etc
- Experience in entire Sales life-cycle including prospecting, lead qualification, requirement understanding, proposal presentation and sales closure.

- Adept at mapping & analyzing customer needs, technical requirements and providing viable solutions.
- Generating business from new accounts and has the capability to drive and lead customer relationships into multi million dollar engagements.
- Ensuring high customer satisfaction by working closely with the project teams and achieving committed service quality
- Understanding of technology and vertical platforms in order to strategize & craft solutions (along with front end sales teams) to match customer needs
- Presenting and publishing the proposals (proactive ones as well as responses to RFP/RFIs) . Prepare the responses to RFI and RFPs sent by client, along with the help of technical team.
Drive the whole discussion, close the negotiation and WIN the deal.
- Ability to manage multi-cultural teams.
- Excellent Communication Skills, analysis, documentation & time management skills.
- Excellent Presentation skills & a good Team Leader Capability.
- Excellent Customer Service ethic/skills.
- Knowledge of understanding customers' requirements as well as their pain areas and translate it into business.
- Good sales acumen to generate business.
- Ability to Drive lead generation program, including direct mailers, exhibition/conference participation, PR, cold calling etc; to prepare a healthy sales funnel.
- Responsible for doing account management of existing accounts to generate repeat business.

JOB DISCRIPTION – Senior Software Programmer

Experience: 2 – 4 Years in .Net Technology.

Location: Bangalore

Compensation: Negotiable

Education: B.E/ in Computer Science or B.Sc, M Sc, (Computer Science) / MCA.

Role: Senior Software Programmer.

Detail J D:

- Developing the application using ASP.NET 3.5, VB.NET, C# and XML.
- Good Knowledge about HTML, XML.
- Good Knowledge about WCF.
- Good objective oriented analysis and design skills.
- Have Strong exposure to Software Development Life Cycle.
- Flexible and versatile to adapt for any new environment and work on any project.
- Must have motivation to take independent responsibility as well as ability to contribute and be a productive team member.
- Aware about Programming skills.
- Prior experience in relevant field is a must.