## JOB DESCRIPTION

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Conquest Engineering</th>
</tr>
</thead>
<tbody>
<tr>
<td>Position</td>
<td>Sales Engineer – 2 Openings</td>
</tr>
<tr>
<td>Job Location</td>
<td>Ahmedabad</td>
</tr>
<tr>
<td>Salary Package</td>
<td>1 lac to 2.25 lac / annum (Based on performance)</td>
</tr>
<tr>
<td>Gender</td>
<td>Male only</td>
</tr>
<tr>
<td>Selection Process</td>
<td>Personal Interview</td>
</tr>
</tbody>
</table>

### ELIGIBILITY PARAMETERS

**Qualification**

- B.E (Mechanical)

**Desired Profile:**

1. Searching for new clients who could benefit from your products in a designated region,
2. Travelling to visit potential clients
3. Establishing new, and maintaining existing, relationships with customers & Managing and interpreting customer requirements
4. Persuading clients that a product or service will best satisfy their needs
5. Calculating client quotations & Negotiating tender and contract terms
6. Negotiating and closing sales by agreeing terms and conditions also Offering after-sales support services
7. Analysing costs and sales & Preparing reports
8. Meeting regular sales targets, Recording and maintaining client contact data, Co-ordinating sales projects
9. Making technical presentations and demonstrating how a product will meet client needs
10. Providing pre-sales technical assistance and product education
11. Liaising with other members of the sales team and other technical experts
12. Solving client problems & Helping in the design of custom-made products

**Things to be carried**

- Students must carry the following for the recruitment process:
  1. 2 recent Photographs (both ears visible on a light background)
  2. 1 Set of Resume (maximum of 2 pages)
  3. Photocopy of all academic records and till date semester mark sheets
  4. College ID Card to be displayed through the process

### CONTACT DETAILS

<table>
<thead>
<tr>
<th>Whom to Contact</th>
<th>Gaurav Gandhi</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mobile No</td>
<td>9687680240</td>
</tr>
<tr>
<td>Venue</td>
<td>107, Apollo Arcade, Nr. R.C.Technical, Ghatlodia, Chankyapuri Road, off. S.G.Highway, Ahmedabad</td>
</tr>
<tr>
<td>Date</td>
<td>10-June-2014</td>
</tr>
<tr>
<td>Time</td>
<td>10:00AM</td>
</tr>
</tbody>
</table>
OFF CAMPUS DRIVE NOTICE OF CONQUEST ENGINEERING
(Only for MEFGI Students)

About the Company:
A growing engineering company based at Ahmedabad. Also an authorized distributor of fortune 500 engineering MNCs. An authorized distributor of PARKER group.
For more info visit www.conquest-eng.com

SANJIV ERRY
SR. VP – TIPO
9099974026