

OFF CAMPUS DRIVE BY MASCOT GROUP (For MEFGI Students Only)

COMPANY CAMPUS DRIVE DETAIL	
Company Name	Mascot Group (Jay Engineers)
Date	14 th June 2015
Time	11:00 am - 1:00 pm
Venue	16,Vijay Plot, Khodiyar Chowk, Rajkot
JOB DESCRIPTION	
Designation	Graduate Engineer Trainee Sales & Application Engineer
Salary Package	0.96 - 1.2 lac per annum (Negotiable) + Allowances+ Incentives as per co rule
Location	Rajkot
Selection Process	Short listing+ Personal Interview
Other Info.	For more job details see the 2 nd page
ELIGIBILITY PARAMETERS	
Education Qualification	2015 Pass Out From BE- Mechanical With 65% or 6.5 CGPA Percentage Criteria
TO PARTICIPATE	
Registration Process	To get register you name share your updated resumes at haresh.bhasani@marwadieducation.edu.in before 11:00 am of 11 th June 2015 (Thursday) with Subject Line :CONFIRM JAYE-ENROLLMENT NO -FULL NAME
Documents Required	1 Passport Size Photograph+ 1 Resume +All Academic Credentials+ College ID Card (Must)
TIPO Contact Person	Mr.Haresh Bhasani 9687680225

Note: Make Sure you register only if you agree with salary offer & other terms of co.
For More Details- please see the 2nd page

Gaurav Gandhi
Assistant Manager – Placement Cell

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Job Description for Sales & Application Engineer

Job Title: Sales and Application Engineer

Qualifications: B.E / B.Tech / Diploma in Mechanical

Experience: Internship in the similar Machining industry/Fresher can also consider

Criteria: Above 65% or 6.5 CGPA

Location: As per the requirement, mostly Rajkot

Reports to: Managing Director, Operations Head

Job Description:

Technical sales engineers use their technical knowledge along with sales skills to provide advice and support on a range of products, for which a certain level of expertise is needed. Clients are usually technical staff from non-retail organizations, such as factories, public utility providers, local authorities and hospitals. The emphasis of the work varies depending on the level of technical knowledge needed to sell a particular product or service. Technical sales engineers are a key point of contact for clients and provide both pre and after-sales advice.

Duties and Responsibilities:

Searching for new clients who might benefit from company products or services and maximizing client potential in designated regions

Developing long-term relationships with clients, through managing and interpreting their requirements

Persuading clients that a product or service best satisfies their needs in terms of quality, price and delivery

Negotiating tender and contract terms and conditions to meet both client and company needs

Calculating client quotations and administering client accounts

Delivery of the product and payment collection (if any)

Providing pre-sales technical assistance and product education

Working on after-sales support services and providing technical back up as required

Arranging and carrying out product training

Analysing cost and sales

Preparing reports for head office and keeping customer records

Meeting regular sales targets and coordinating sales projects

Supporting marketing activities by participating Exhibitions, trade shows, conferences and other marketing events

Making technical presentations and demonstrating how a product meets client needs

Liaising with other members of the sales team and other technical experts

Helping in the design of custom-made products

Providing training and producing support material for other members of the sales team

Managing and improving Junior Sales Engineer's work efficiency via mentoring and training

Conducting new trial and successfully implementing it, also promoting the result

Apart from the aforementioned points, any work that needs to be done in the interest of the Company, as instructed by the Management, will be under the KRA of the Engineer.

Skillset required:

Learning agility

Analytical skills

Communication & Interpersonal Skills

Technical Engineering Skills

Relationship Management