## COMPANY CAMPUS DRIVE DETAIL

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Mascot Group (Jay Engineers)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date</td>
<td>14th June 2015</td>
</tr>
<tr>
<td>Time</td>
<td>11:00 am - 1:00 pm</td>
</tr>
<tr>
<td>Venue</td>
<td>16, Vijay Plot, Khodiyar Chowk, Rajkot</td>
</tr>
</tbody>
</table>

### JOB DESCRIPTION

| Designation                        | Graduate Engineer Trainee  
Sales & Application Engineer       |
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Salary Package</td>
<td>0.96 - 1.2 lac per annum (Negotiable) + Allowances+ Incentives as per co rule</td>
</tr>
<tr>
<td>Location</td>
<td>Rajkot</td>
</tr>
<tr>
<td>Selection Process</td>
<td>Short listing+ Personal Interview</td>
</tr>
<tr>
<td>Other Info.</td>
<td>For more job details  see the 2nd page</td>
</tr>
</tbody>
</table>

### 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 11th June 2015 (Thursday) with  
Subject Line :CONFIRM JAYE-ENROLLMENT N0 -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
OFF CAMPUS DRIVE BY MASCOT GROUP
(For MEFGI Students Only)

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 in 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