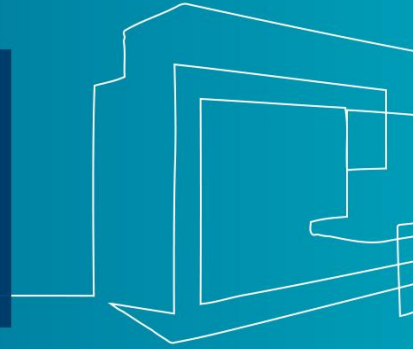




“
Technology is our
passion - yours too?
Join us.
”



We are seeking a suitable candidate for our head office in Pune, India:

Sales Engineer

Job Description:

Enquiry & CRM Management

- Ensure timely registration and updating of all enquiries in CRM
- Monitor enquiry progress and support movement through the sales process
- Ensure completeness and accuracy of enquiry-related information including customer master and opportunity
- Maintain CRM data quality and process compliance across all assigned regions
- Generate periodic reports for management review

Technical & Commercial Proposal Support

- Study customer enquiries, component drawings, process specifications and technical requirements
- Understand customer manufacturing processes and cleaning requirements
- Select suitable machine concepts and technical solutions in consultation with Sales team
- Calculate throughput, machine capacity and process requirements. Prepare cost calculations and techno-commercial quotations
- Ensure quotations are accurate, competitive and aligned with company standards
- Support revision and optimization of quotations based on customer's feedback

Customer Documentation & Compliance Support

- Prepare and submit customer-required technical and commercial documents
- Coordinate collection of information from internal departments
- Ensure timely response to customer documentation requests and compliance with customer-specific documentation requirements
- Maintain records of submitted documents and customer communications

Internal Customer Support & Cross-Functional Coordination

- Provide timely support to Sales Managers across all regions based on business priorities
- Balance workload effectively across multiple enquiries and opportunities
- Coordinate with Sales, Application, Projects and Design teams
- Support customer visits, meetings and internal reviews
- Demonstrate responsiveness, ownership and service orientation towards internal stakeholders
- Contribute towards process improvement and standardization initiatives

Application & Trial Support

- Support Application team during customer trials and demonstrations
- Coordinate customer visits to the Ecoclean Application Centre. Assist in preparation of trial reports and supporting documentation
- Support smooth communication between Sales and Application teams

Qualifications:

- B.E. Mechanical Engineering, Production Engineering, Industrial Engineering or equivalent
- 1 - 3 years of experience in industrial equipment, capital goods, automation, manufacturing or engineering services Or Freshers with strong technical aptitude and willingness to learn

Responsible Region: PAN India

APPLY NOW!

admin.india@ecoclean-group.net

Contact: Human Resources | Tel: +91 89567 94525

