

Technical Sales Engineer Job Description

Job title: Technical Sales Engineer

Job Location: Gurugram

Job summary:

Variety Innovation Venture Pvt Ltd. Gurgaon based, leading provider of industries collaborative Robotics and Automation Solutions, is currently seeking a positive, motivated Sales Engineer to be part of our top-notch team. The Sales Engineer will have an important role working with an experienced team of Automation Professionals. The overall job function of Technical sales person is to promote and sell the product by demonstrating how it works along with the benefits it can offer to potential customers.

A field Sales Engineer has to travel different locations to advocate supply of products to the customers he has targeted and the ones who he is already dealing with. It also involves operating outside from the office by pitching to the potential clients and to maximise the company's sales of their products and services. These tasks are often performed over cold calling or knocking doors or even scheduling meetings with the customers at the offices.

Responsibilities of the job include:

- Technical sales engineers has to contact the clients, answering queries, providing technical advices.
- Identifying and establishing new business, Organising sales visits.
- Preparing Tenders, Proposals/Quotations, Providing pre-sales and post-sales support.
- Reviewing cost and sales performance.
- Providing product education and advice.
- Attending trade exhibitions, conferences and meetings.
- Ensuring that sales targets are meet.
- Other duties and responsibilities as assigned.

Knowledge Required:

- Should have Knowledge of SPECIAL PURPOSE MACHINE, EOAT, Pneumatic Equipment's and anything related to mechanical automation systems.
- Knowledge of Automation Systems Designs and Process Engineering.
- Should have Knowledge of Robotic Industry like ABB / KUKA / Omron / Delta / Fanuc / Mitsubishi / Universal Robots.
- Should have Knowledge of PLC/HMI/SCADA/VFD of Siemens / Allen Bradley / Omron / Schneider / Delta / Fanuc / Mitsubishi.
- Knowledge of Industrial Automation relating to the following will be an added advantage: CONVEYORS, PICK AND PLACE APPLICATION, PALLETIZING APPLICATION, END OF LINE PACKAGING, HANDLING APPLICATION, MACHINE TENDING – CNC, TORQUING APPLICATION, DISPENSING APPLICATION.
- Knowledge of MACHINE VISION systems.
- Basic knowledge on Industry 4.0 like Industrial Internet of things and manufacturing enterprise solution software's shall be an added advantage.

Required skill sets:

- Automation Products & Commercial awareness.
- Strong technical and Organisational skills.
- Communication and interpersonal skills.

- Have a passion for all things related to Sales and conversion of leads.
- Have English Proficiency (Written & Spoken)
- Enjoy conversing with and building relationships with potential customers
- Possess a valid driving license and a personal vehicle
- Are based out in Delhi NCR

Salary: **INR 3.6 L – 6.0 L (P.A.) + Incentives** (Best in industries)

Competitive compensation, as per experience.

Industry: Industrial Products / Heavy Machinery

Functional Area: Sales/Marketing

Role Category: Field Sales Engineer

Role: Technical Sales Engineer

Employment Type: Permanent Job, Full Time

Company Name: **Variety Innovation Venture Private Limited**

Company Address: Plot No. 619 Ground Floor, Udyog Vihar, Phase – 5, Sector 19, Gurugram, Haryana -122016.

Contact Person: Mr. Pawan Singh

Contact Number: +91 9795808809

Company Profile:

VARIETY INNOVATION VENTURE PRIVATE LIMITED is a Delhi based Research & Development and Industrial Automation Company. We bring most dimensions of innovation together to work in new ways, enter new categories or channels and produce new products and services so as to bring new fronts. We are making innovation more pervasive, predictable and profitable.

We offer a complete range of innovation services in various sectors like Industrial Automation, Consultation, R&D, Marketing etc. With a team of experienced engineers with specialization in Mechatronics Engineering, Software Engineering, Controls, Automation, and Robotics, we are able to provide efficient Systems Integration Solutions for complex engineering challenges. Our team has more than 10 years of combined experience in every aspect of the innovation. We had worked in various sectors of industry with all kinds of companies and organizations, on a remarkable range of projects. The diversity of our knowledge and skills give a clear advantage to our clients, as we combine the learning and experience gained, to help build new breakthrough solutions.

Please visit our website for more details: www.varietyinnovation.com

Some of our Channel Partners:

∅ **Universal Robot, Denmark – Certified System Integrator:** Collaborative Robots (“co-bots”) <https://www.universal-robots.com/>

∅ **Weiss Robotics, Germany – Authorized Distributor & Solutions Partner:** Mechatronic and Pneumatic Gripper Modules <https://www.weiss-robotics.com>

∅ **Schneider Electric – Associate System Integrator:** Automation and Industry 4.0 Solution <https://www.schneider-electric.co.in>