

Technical Sales Engineer Job Description

Job title: Project Site Engineer (Exp. 3~4 Years)

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.

Mechanical site engineers, also known as field engineers, are responsible for making sure all machinery on a given project is manufactured and installed correctly. Usually, these projects are commercial Turnkey Factory Automation projects and involve Robotics Automation and IIOT systems. Mechanical site engineers can also find employment in the Automation and manufacturing industries, as both of these industries require a lot of machinery. Mechanical site engineers spend a majority of their shift on the site of their current project. They are the engineers responsible for bringing the plans outlined in blueprints to life. This role is a full-time position that usually includes weekend off.

Mechanical site engineers delegate tasks to labourers, fitters, masons, and lower-level engineering technicians. Since some projects are completed outdoors, mechanical site engineers have to prepare for the elements.

Responsibilities of the job include:

Analyse and Interpret Project Blueprints

Mechanical site engineers don't have to create blueprints often, but they do have to interpret blueprints created by CAD software on a daily basis. They can conceptualize which tasks need to be done in which order to make the blueprint a reality.

Facilitate Construction and Installation of Machine Components

While they don't do much of the actual building themselves, mechanical site engineers are heavily involved in the construction and installation of machine components. This can mean creating machinery from scratch or installing a component as part of a repair.

Test Machine Components for Functionality

Depending on one's industry, there are specific tests for each kind of machinery. It is the responsibility of the mechanical site engineer to run these tests before signing off on completion. If something doesn't perform as expected, he or she is responsible for diagnosing and fixing the problem.

Delegate Tasks to Various Project Employees

Mechanical site engineers are part project manager; they delegate tasks to labourers and technicians, providing guidance as these workers complete their tasks.

Ensure Project is completed on Time and Budget

Project stakeholders hate when a project costs more time or money than was originally estimated. It is up to the mechanical site engineer to make sure all the mechanical aspects of the project are completed as efficiently as possible.

Required Skill sets

- **Project management** – planning out the size, scope, and resources necessary to complete a project.
- **Manual dexterity** – using hand tools and conducting tests on machinery.
- **Problem-solving skills** – diagnosing and addressing the causes of malfunctions.
- **Prioritization skills** – looking at a big-picture plan and breaking down the order of operations necessary to make the plan happen.
- **Delegation skills** – delegating tasks to labourers and technicians, providing guidance as these workers complete their tasks.
- **Communication skills** – communicating with fellow engineers, technicians, and project stakeholders.

Salary:

INR 5.5 L – 6.0 L (CTC)

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

ome of our Channel Partners:

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

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

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