

Date: 06-June-2021

Location: Kashipur, Uttarakhand

Company: Lohaar engineering and construction pvt. Ltd.

Job profile: Sales Engineer

Job Responsibilities

To generate the leads / follow-up the customer enquiries / to understand the nature of customer and work

Candidate should be able to travel in different states / regions / countries to secure orders.

Communicate with all repeated customers / potential customers / consultants / end users to promote company business.

Receive customers' enquiries for bidding, study it, prepare QRF & sketches and communicate with engineering / estimation department to get it priced

Prepare the offer and follow up with his customers to negotiate / modify the offer until he closes the deal within Lohaar commercial contract terms.

Prepare all entry documents for the new orders and Provide after sales services to Lohaar customers until the buildings are completely build.

Assist his sales manager in preparing the weekly / monthly sales / job reports.

Perform other administrative duties for Lohaar operation as may be assigned by his Sales Manager.

Summary of the Sales Engineer activities

Prospecting, Qualifying, Studying, Presenting, Quoting, negotiating technically and commercially, Disarming objections, Closing, Follow up approvals, Changes and manage any Claims.

Skills and qualification required

Experience in sales, design and construction of Industrial, Commercial Pre-engineered Metal Buildings and R.C.C, Masonry Traditional buildings.

Technical Knowledge in Civil, Structural, construction Engineering and Architecture. Candidate should be able to read, draft and edit the structural as well as architectural drawings.

Good knowledge of computer applications (MS and Internet) and software like (Auto-Cad, STAAD, and Any modeling or designing software) would be appreciative.

Self-Starter, Good Communication skills, People Management, Negotiation Skills, Leadership Skills and Go-getter attitude.

Education

Bachelor's Degree in Civil Engineering / Bachelor's Degree in Architecture

