



We are currently looking for:

## Title: Sales / Senior Sales Engineer

 Sales

 Pune, India

 Full-time

### Your tasks:

- Identify, develop, and manage new business opportunities in the assigned region or sector.
- Understand customer requirements and recommend suitable automation solutions (sensors, PLCs, HMIs, SCADA, safety devices, etc.).
- Prepare and deliver technical presentations and product demonstrations to customers.
- Generate and follow up on quotations, negotiate terms, and close orders.
- Maintain strong relationships with existing customers and ensure high customer satisfaction.
- Coordinate with internal teams (application, technical support, service, logistics) to ensure timely delivery and execution of orders.
- Track competitors' activities and market trends to identify new opportunities.
- Support marketing activities such as trade shows, webinars, and customer seminars.
- Prepare sales reports, forecasts, and market feedback for management.

### Your qualifications:

- Bachelor's Degree/Diploma in Electrical, Electronics, Instrumentation, or Mechatronics Engineering.
- 3–8 years of experience in sales of industrial automation products or solutions.
- Technical knowledge of automation products (sensors, controllers, drives, robotics, etc.).
- Strong communication, negotiation, and interpersonal skills.
- Ability to understand and analyze customer applications.
- Willingness to travel frequently within the assigned region.
- Proficiency in MS Office, CRM tools, and report preparation.

### Benefits

Flat structures  
Appreciative and team-oriented working environment  
Individual development opportunities  
Extensive induction with a wide range of practical insights

Individual onboarding concept

### About us

Leuze is an international sensor and safety expert for automation technology. With curiosity and determination, we – the Sensor People – have been forerunners for innovations and technological milestones in industrial automation for 60 years. The success of our customers is what drives us. Yesterday. Today. Tomorrow.

### Any questions?

Your contact Person is happy to answer questions regarding the position and the process.

### Contact Person

**Function: Ramya C (Human Resources)**

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