

Sr. Sales Engineer/Sales Engineer

Leuze electronic Private Limited

4 - 8 years

Hyderabad

About Leuze Electronic

With curiosity and determination, we – the Sensor People from Leuze – have been innovators for technological milestones in industrial automation for more than 50 years. The success of our customers is what drives us along with our work future-oriented work, Leuze continuously sparks new ideas thus actively contributing to progress within the industry.

Website: www.leuze.com

Below are the Key Responsibilities but not limited to:

Key Responsibilities & Duties:

- Responsible for selling the full line of Leuze products in the field.
- Together with the Sales Manager, develop tactics and strategies for each account.
- Additional tasks will be assigned by the manager as necessary.

Duties:

- Identify sales opportunities with various customers from different segments to meet sales goal, follows up on sales leads and schedules customer visits, seeking out large opportunities.
- Obtain customer feedback, understand the client's needs, and differentiate Leuze's solution.
- Conducts customer visits effectively in a solution sales environment
- Active involvement in trade shows and other marketing events.
- Keeping a track of overall sales activities in CRM system.
- Coordination with Applications Engineering team.
- Target oriented and business driven.

Minimum education and work experience required:

- Candidate should have min 4 to 8 years of experience in automation or similar field.
- Technical Degree or equivalent work experience
- Experience in selling technical products to all levels of an organization is required

Other Details:

- Role: Sr. Sales Engineer/ Sales Engineer
- Industry Type: Industrial Automation
- Functional Area: Sales , Business Development
- Employment Type : Full Time, Permanent
- Role Category: Institutional Sales