

Ideal Infra Global Solutions Pvt.Ltd.

Sales Engineer

Job Profile Details

Placement Cycle

ARKA JAIN University - Placements 2024-25

Job Location

Jharkhand-Ranchi/Jamshedpur/Dhanbad
/Daltanganj/Hazaribagh/Deoghar/Patna

Date of Visit

Dec 10, 2024

Position Type

Full Time

Expected Hires

NA

Sector

Sales

CTC

INR 240000 - 300000

Category

Level 2 - General

Description

Company: Ideal Infra Global Solutions Pvt.Ltd.

Website: <https://www.idealinfra.co.in/index.php>

Roles & Responsibilities:

1. Technical Competency- Participate in all assigned training modules to gain product knowledge.
2. Work with product managers and brand representatives to understand product features, technical specifications, and roadmap plans, and communicate these effectively to System Integrator, consultants other stakeholders.
3. Collaborate closely with brand partners/OEMs to cultivate strong partnerships and optimize synergies that drive revenue growth and enhance the value proposition of our products and services.
4. Work closely with the sales team to craft and implement revenue-focused sales strategies that capitalize on the unique strengths of our products and services in the marketplace.
5. Conduct regular meetings, presentations, and workshops with system integrators, consultants, and end customers to showcase our products and services, address inquiries, and gather feedback.
6. Negotiate contracts, pricing, and terms of agreement with clients to ensure mutual satisfaction and achieve revenue targets.
7. Act as a liaison between the sales team and product

managers to ensure clear communication and alignment on customer needs, product enhancements, and development priorities.

8. Prepare regular reports and updates for senior management on project funnel, sales activities, performance by brand, and business development initiatives.

Skills & Knowledge:

1. Excellent communication, negotiation, and interpersonal skills, with the ability to collaborate effectively with cross functional teams.

2. Strategic thinker with a results-oriented mindset and a track record of driving business growth and achieving sales targets.

3. Willingness to travel as needed to meet with all business stakeholders and attend industry events.

4. Problem-solving ability and head strong personality. Strong data interpretation analytical skills.

Employment Bond: 1 year

Probation Period: 6 months

Open for Courses

- Jain - Arka Jain University Jharkhand

B.Tech

1. Mechanical Engineering

2. Electrical and Electronics Engineering

Eligibility Criteria

B.Tech

All students are eligible

Work Experience Criteria

No work experience based criteria defined yet!

Allowed Genders

[Y] Male students

[Y] Female students

[Y] Other Genders

Backlogs

Students with backlog(s) not allowed

Hiring Workflow

Pre-placement Talk

Venue : Arka Jain University,Block C,Seminar Hall

Time : 10 Dec 2024, 05:30 AM IST

Online test

No Venue/Time specified

Group discussion

No Venue/Time specified

HR interview

No Venue/Time specified

Additional Info

No additional information