

Shri Krishna Commercial

Technical Engineer

Job Profile Details

Placement Cycle	ARKA JAIN University - Placements 2024-25
Job Location	Jamshedpur (Frequent Travel Required)
Date of Visit	NA
Position Type	Full Time
Expected Hires	NA
Sector	Sales
CTC	INR 192000 - 300000
Category	Level 2 - General
Description	<p>Job Summary:</p> <p>The company is seeking a proactive and detail-oriented Technical Engineer to join their team. The ideal candidate will bridge the gap between technical products and client requirements, focusing on explaining product capabilities, generating inquiries, and supporting the sales team. This role requires extensive travel to meet clients, understand their needs, and provide technical solutions that align with their goals.</p> <p>Key Responsibilities:</p> <ul style="list-style-type: none">- Product Presentation and Explanation:<ul style="list-style-type: none">- Provide in-depth technical explanations of products and solutions to clients.- Conduct product demonstrations and presentations at client sites, trade shows, and events.- Inquiry Generation:<ul style="list-style-type: none">- Collaborate with clients to identify potential requirements for technical products.- Develop leads by understanding customer challenges and suggesting relevant solutions.- Establish and maintain strong relationships with prospective and existing clients.- Requirements Creation:<ul style="list-style-type: none">- Gather, document, and analyse client requirements to tailor solutions accordingly.- Sales Team Support:

- Work closely with the sales team to provide technical support during pre-sales and post-sales stages.
- Travel and On-Site Support:
 - Visit client sites across different locations for consultations and technical discussions.
 - Provide hands-on support to resolve technical queries during visits.

Qualifications:

- Diploma/B.tech in Electrical Engineering.
- Strong technical knowledge and the ability to understand and explain complex products and solutions.
- Excellent communication and presentation skills.
- Ability to build and maintain strong relationships with clients at all levels.
- Self-motivated, goal-oriented, and capable of working independently.
- Willingness to travel frequently to meet with clients.
- Ownership of a two-wheeler vehicle and a valid driving license is mandatory.

Benefits:

- Coverage of petrol expenses for work-related travel (apart from salary).
- Travel Allowance (TA) and Daily Allowance (DA) for business trips (apart from salary).
- Five days working Monday- Friday and Saturday meeting day.
- Health insurance after the probation period up to 5 lakhs yearly.
- Yearly Bonus.

Open for Courses

- Jain - Arka Jain University Jharkhand

Dip

1. Electrical and Electronics (EEE)

B.Tech

1. Electrical and Electronics Engineering

Eligibility Criteria

B.Tech

All students are eligible

Dip

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	<i>No Venue/Time specified</i>
Group discussion	<i>No Venue/Time specified</i>
HR interview	<i>No Venue/Time specified</i>

Additional Info

No additional information