

# KINETIX MACHINE TOOLS LLP

1. Field Sales Engineer ( Only Male) 2. Back  
Office Sales & Marketing ( Field Engineers only  
female )

## Job Profile Details

Placement Cycle

**ARKA JAIN University - Placements 2024-25**

Job Location

Jamshedpur, Telco Colony, Near Plaza Market,  
Bhubaneshwari Temple. As well as On Field different States.

Date of Visit

NA

Position Type

Full Time

Expected Hires

NA

Sector

Sales

CTC

INR 162000 - 240000

Category

Level 2 - General

Description

**COMPANY PROFILE:**

Kinetix Machine Tools LLP is a dynamic and forward-thinking organization dedicated to redefining the landscape of CNC machining and tooling solutions in India. Headquartered with a global outlook and a strong local commitment, Kinetix was founded under the prestigious STARTUP INDIA initiative, with a special focus on empowering women entrepreneurs in the high- technology industrial sector.

**WEBSITE:** [www.kinetixmachinetools.com](http://www.kinetixmachinetools.com)

**JOB DESIGNATION:**

1. Field Sales Engineer ( Only Male)
2. Back Office Sales & Marketing ( Field Engineers only female )

**REMUNERATION OFFERED:**

1. Field Sales Engineer : CTC INR 1.62 LPA INR 2.4 LPA [Incentives and other benefits added]
2. Back Office Sales & Marketing : CTC INR 1.62 LPA INR 2.4 LPA [Which includes incentives]

**LOCATION:** Jamshedpur, Telco Colony, Near Plaza Market,  
Bhubaneshwari Temple. As well as On Field different  
States.

**Roles & Responsibilities:**

## 1. Field Sales Engineer

- \* Identify and develop new customers in sheet metal, fabrication, and allied industries.
- \* Generate leads through market research, field visits, exhibitions, and referrals.
- \* Achieve sales targets for assigned product range and territory.
- \* Build and maintain strong long-term relationships with customers.
- \* Prepare and deliver technical presentations and machine demonstrations.
- \* Supporting exhibitions, trade shows, and customer events coordination.

### Technical Consultation & Solution Selling:

- \* Understand customer needs related to sheet metal processing and recommend suitable CNC solutions.
- \* Conduct technical discussions with clients, providing product specifications and machine capabilities.
- \* Coordinate with the technical team for feasibility studies and application support.
- \* Support the preparation of commercial offers, quotations, and proposals.

### Market & Competitor Analysis:

- \* Gather and report market intelligence including competitor activities, pricing trends, and customer feedback.
- \* Identify emerging market demands and potential opportunities for business expansion.

### Post-Sales Coordination:

- \* Ensure smooth execution of orders in coordination with internal teams.
- \* Support after-sales service coordination, machine installation planning, and client satisfaction follow-ups.
- \* Act as a point of contact for resolving client concerns during and after project completion.

## 2. Job Responsibilities: Back Office Sales & Marketing (Field Engineers only female )

### Front Office Operations:

- \* Welcoming and attending to visitors, clients, and vendor S.
- \* H a n d l i n g incoming calls, emails, inquiries professionally with preparation of quotations.
- \* Managing appointments, meetings, and basic administrative tasks.
- \* Maintaining a neat, presentable, and professional front office environment.

### Marketing Support:

- \* Assisting the marketing team with follow-ups to clients and prospects.
- \* Sending company profiles, product information, and promotional materials.
- \* Coordinating with sales and technical teams for

scheduling meetings, demos, etc.

\* Managing social media handles and basic marketing campaigns (if required).

\* Supporting exhibitions, trade shows, and customer events coordination.

ANY BOND / SECURITY DEPOSIT:03 months Notice Period is compulsory

ELIGIBILITY: Diploma (ME )

PASSING YEAR: 2025

GENDER ELIGIBLE: Male &Female

TENTATIVE DATE OF JOINING: Immediately

## Open for Courses

### - Jain - Arka Jain University Jharkhand

*Dip (3 Years)*

1. Mechanical
2. Mechanical Engineering
3. Mechatronics Engineering

## Eligibility Criteria

Dip (3 Years)

*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

**Resume shortlisting**

*No Venue/Time specified*

**HR interview**

*No Venue/Time specified*

## Additional Info

No additional information