

Sr. Technical Sales

JOB DESCRIPTION: -

Required Skills and Responsibility:

- Actively promote and sell our HVAC products to potential customers in the target market.
- Lead Generation: Identify and generate leads through various channels, including online research, industry events, and networking.
- Market Analysis: Conduct market research and analysis to identify trends, competitors, and customer preferences to develop effective marketing strategies.
- Cold Calling: Initiate outbound calls to prospective customers to introduce our heat pump products and schedule appointments for further discussions.
- Site Visits: Visit customer sites to understand their specific requirements and provide appropriate product recommendations.
- MIS Reporting: Maintain accurate and up-to-date records of sales activities, customer interactions, and market intelligence. Prepare reports as required.
- Knowledge of Microsoft Office: Utilize Microsoft Office tools to create presentations, reports, and proposals to support sales and marketing efforts.
- Flexible to Travel: Willingness to travel locally and regionally to meet with clients and attend industry events as necessary.
- Good Communication Skills: Effectively communicate with clients in both Hindi and English languages to understand their needs and provide appropriate solutions.
- Pressure Handling and Target Management: Perform well under pressure and meet sales targets within the given timeframe.

Key Skills

- **Proven experience of a Minimum of 2 to 3 years in sales of HVAC products, preferably heat pumps. More than 3 years' experience is an added advantage.**
- **Strong knowledge of HVAC, Ceramics, and Plumbing products.**
 - **Role: Sr. Technical Sales - HVAC product**
 - **Industry Type: Heating and Thermal Equipment Manufacturer**
 - **Department: Heat Pump**
 - **Employment Type: Full-Time, Permanent**
 - **Education**
 - **UG: Diploma in Mechanical or Electrical, Bachelor of Mechanical or Electrical**
 - **PG: M.E. (Mechanical or Electrical), Other Relevant Degree**

Suntec Energy Systems