

Sr Technical Sales / Marketing Executive – Burner

JOB DESCRIPTION: -

Required Skills and Abilities:

- Handling clients from all over for burner division and downstream.
- Dealer management
- Market research
- Domestic/International Marketing
- Lead generation for burner requirement.
- Focus on building long-term relationships with existing and new client
- Business development
- Growth strategies
- Email Marketing of product range.
- Solving technical queries of customers.
- Proposing and deliberating potential solutions in consultation with clients.
- Prepare and Send quotations and other needed information according to client requirements.
- Follow up and negotiate to finalize the sales order
- Coordinate with the team to dispatch material after order finalization

Job Responsibilities:

- Prepare and deliver technical presentations explaining products and services to current and prospective clients.
- Develop and maintain relationships with key clients, increasing customer retention and an Increase in upsell opportunities.
- Develop & maintain professional & productive Ongoing Client Relationships.
- Installation burner at customer end and handling customer complaints regarding boiler & burners.
- Work with the board of Directors to determine Values, Mission & plans for organization goals.
- Identify & address problems & opportunity for company.

- Field failure analysis and submit the corrective action to the customer.
- Resolve the Burner temperature problem and testing concern.
- Taken various trials of pellets & briquettes like consumption trials, temperature tests, clinkers & ash percentage.
- Prepare a Failure analysis report and submit it to the customer.
- Conduct daily morning meetings and communicate with the plant manager regarding service plans for clients.
- Coordinate with the logistic department for material availability as per plan.
- Part of burner rejection complement to committee & raised material for replacement.

Role: Marketing Executive – Burners

Industry Type: Heating and Thermal Equipment Manufacturer

Department: Marketing

Employment Type: Full-Time, Permanent

Education

UG: Diploma in Electrical, Bachelor of Electrical or Refrigeration, I.T.I in relevant trade

PG: M.E. (Electrical) Other Relevant Degree