

Position - Technical Field Sales Executive

Experience : 3 - 5 years

Location: Delhi NCR, South Region

Job Description

Role & responsibilities:

- Direct Industrial sales of conveyor systems and its parts like modular belts, chains, and related industrial components to new and existing clients in target industries such as Beverages, Bakery, Food processing, Electronics, Automotive, and Warehousing.
- Conduct field visits to potential and current client locations for technical solutions.
- Identify and pursue new business opportunities, generate leads through market visits, industrial events, and referrals.
- Collaborate with the in-house engineering team for custom solutions, technical clarifications, and addressing client queries.
- Gather market intelligence on competitor products, pricing, and strategies, and provide feedback to management for strategic planning.
- Prepare and submit sales reports, activity logs, and feedback to sales managers.
- Ensure customer satisfaction, provide after-sales support, and assist in resolving technical issues or product complaints in coordination with the technical team.
- Achieve monthly and quarterly sales targets.
- Represent the company at trade fairs, exhibitions, and customer training sessions as needed.

Qualifications & Skills :

- Bachelor's degree/Diploma in Mechanical, Industrial, or relevant engineering or business fields.
- Minimum 3-4 years' experience in field sales, preferably in the B2B industrial or engineering products sector.
- Technical sales aptitude, with a strong understanding of mechanical/industrial systems.
- Excellent interpersonal, communication, and negotiation skills.
- Willingness to travel Pan India for client visits and industry events.
- Command over Written and Spoken English.