

Job Title: Sales Engineer_Bengaluru

Location: Bengaluru

Experience: 2-3 Years

Qualification: B.E / B.Tech (Mechanical/Electrical/Electronics)

Company: Advanced Bolting Solutions P Ltd (ABS) - www.absgroup.in

Job Responsibilities:

- Identify and target potential customers in automotive, aerospace, electronics, defense and white goods sectors.
- Understand customer assembly processes and recommend appropriate DC tool solutions.
- Provide technical presentations, product demos and application-based solutions.
- Generate leads, prepare proposals and follow up to close deals.
- Meet or exceed sales targets for DC assembly Segment
- Regularly visit customers for feedback, troubleshooting and after-sales support.
- Monitor competitors, industry trends and emerging assembly technologies.
- Provide input for product positioning, pricing and marketing campaigns.
- Coordinate installation, commissioning and training for DC tools.
- Handle warranty claims, troubleshooting and service escalations with co-ordination of the service/operation team.
- Ensure customer satisfaction by providing continuous support.

Job Specification:

- Bachelor's degree Or Diploma in mechanical / electrical / Electronic Engineering.
- 2–3 years of sales experience in Assembly DC Tools, Assembly Systems or automation.
- Knowledge of tightening techniques, torque & angle Method will be added advantage.