

Tech Mahindra Careers – Fast Job Search – Sales Engineer Posts

Hiring organization
Tech Mahindra

Job Location

India

Remote work from: IN; US; AU; NZ; HK; JP; KZ; MY; SG; TW; TH; UZ; VN; AT; BY; BE; DK; FR; DE; GR; NL; RU; ES; CH; UK; GB; DZ; KW; MA; QA; SA; MX; AE; CA; GT; DO

Date posted

September 17, 2024

Valid through

31.12.2024

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Base Salary

USD 16 - USD 25

Qualifications

Graduate, Post Graduate

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Employment Type

Full-time

Description

Job Description: Sales Engineer

Job Summary

Tech Mahindra is seeking a highly motivated and results-driven Sales Engineer to join our team. As a Sales Engineer, you will be responsible for driving sales growth by identifying and pursuing new business opportunities, building strong relationships with customers, and providing technical expertise to customers and internal stakeholders.

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Key Responsibilities

- **Identify and pursue new business opportunities:** Identify potential customers, develop sales strategies, and build relationships with key decision-makers to drive sales growth.
- **Provide technical expertise:** Offer technical guidance and support to customers, internal stakeholders, and sales teams to ensure successful sales outcomes.
- **Develop and maintain customer relationships:** Build and maintain strong relationships with customers to understand their needs, provide solutions, and ensure customer satisfaction.
- **Collaborate with cross-functional teams:** Work closely with sales,

marketing, and product development teams to ensure alignment and effective sales strategies.

- **Stay up-to-date with industry trends:** Stay current with industry trends, competitor activity, and emerging technologies to maintain a competitive edge.

Requirements

- **Bachelor's degree in Engineering or a related field:** A degree in Engineering, Computer Science, or a related field is required.
- **Minimum 3-5 years of sales engineering experience:** Proven experience in sales engineering, with a track record of driving sales growth and building strong customer relationships.
- **Technical expertise:** Strong technical knowledge of relevant products, services, and technologies.
- **Excellent communication and interpersonal skills:** Ability to communicate complex technical information to non-technical stakeholders, with excellent interpersonal and presentation skills.
- **Results-driven and self-motivated:** A driven and motivated individual with a strong work ethic and a focus on achieving sales targets.

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Preferred Qualifications

- **Master's degree in Engineering or a related field:** A Master's degree in Engineering, Computer Science, or a related field is preferred.
- **Industry certifications:** Relevant industry certifications, such as those related to sales engineering or product-specific certifications.
- **Experience with CRM tools:** Experience with CRM tools, such as Salesforce.com, is preferred.

What We Offer

- **Competitive salary and benefits package:** A competitive salary and benefits package, including health insurance, retirement savings, and paid time off.
- **Opportunities for growth and development:** Opportunities for professional growth and development, including training and mentorship programs.
- **Collaborative work environment:** A collaborative work environment with a team of experienced professionals.

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