

**iconcontrols****ICON Controls Pvt Ltd**

ICON Controls is one of the few companies working in Electricals & Industrial Automation for Various Process Plants ranging from Oil & Gas, Refinery & Petrochemicals, Steel, Power, Cement etc

<b>Job Title:</b>	Sales & Proposal Engineer	<b>Date:</b>	
<b>Job Description:</b>	Evaluate customer requirement & make Techno Commercial offer for clients, developing new clients and generate revenue.		
<b>Job Location:</b>	Patparganj Indl Area, Patparganj	<b>Company Industry:</b>	Electrical & Industrial Automation
<b>Job Role:</b>	Inside Sales + Marketing	<b>Joining Date:</b>	
<b>Employment Status:</b>	Full Time	<b>Employment Type:</b>	Employee
<b>Monthly CTC Range:</b>	12,000/- to 25,000/- <sup>(1)</sup>	<b>Manages Others:</b>	No
<b>Number of Vacancies:</b>	2 (Two)	<b>Other:</b>	

**Responsibilities:**

- Talking to clients, introducing the company and generate enquiries.
- Driving business and ensuring sustained growth, focusing on achieving/ surpassing sales targets.
- Focus strongly on converting every enquiry into an order.
- Preparing marketing and promotion strategies, plans; planning and organizing presentations to develop new clients.
- Service existing accounts; obtain orders & establish new accounts by planning & organizing visits & weekly summary.
- Prepare offers based on enquiries generated by self and public tenders.
- Constantly interacting with prospects and maintaining cordial business relationship with key clients.
- Handling high value sales, addressing minor details and identifying areas of improvements.
- Undertaking business case assessment to enhance sales, as well as assessing and evaluating new vendor products.
- Updates job knowledge by internal training & participating in educational opportunities; reading trade publications.

**Skills:**

- Business Development, Key Accounts Management, Contractual Evaluation & Negotiation
- Setting Strategies/ Sales Target, Clientele Development, Sales Management
- Coordination, Competitor Analysis
- Product Management, Customer Care
- Vendor Management
- Communication & Interpersonal, Leadership, Analytical Thinking Skills

<b>Cut Off (School)</b>	Min 70% in 10 <sup>th</sup> & 12 <sup>th</sup> Boards	<b>Cut Off (Degree)</b>	Min 60% Absolute, 70% Relative Grading
<b>Career Level:</b>	Entry Level	<b>Years of Experience:</b>	0-2 years
<b>Residence Location:</b>	Patparganj	<b>Education:</b>	U.G and/or P.G
<b>Degree:</b>	B.Tech/ B.Sc / Diploma	<b>Other:</b>	Training /Exp in Automation preferred

**Note:****Please Send Application to:**

<b>Name:</b>	AC Monica	<b>Email:</b>	careers@iconcontrols.net
<b>Address:</b>	127, F.I.E, Patparganj Indl Area, Patparganj,	<b>Country:</b>	India
<b>City:</b>	Delhi	<b>Zip/Postal Code:</b>	110092
<b>Phone:</b>	+91 11 22143924	<b>Fax:</b>	+91 11 22143913
<b>External URL:</b>			
<b>Internal URL:</b>			

<sup>(1)</sup> Compensation offer shall be decided based on skills at the time of interview.