



**iconcontrols**

## ICON Controls Pvt Ltd

ICON Controls is one of the few companies working in Electricals & Industrial Automation in Oil & Gas, Steel, Power, Cement etc and competing directly with only large specialized MNCs in this segment

<b>Job Title:</b>	Sales & Marketing Engineer	<b>Date:</b>	
<b>Job Description:</b>	Prospecting, qualifying and generating new sales leads to support the Regional Sales Directors and developing new clients and generate revenue.		
<b>Job Location:</b>	Patparganj Indl Area, Patparganj	<b>Company Industry:</b>	Electrical, Instrumentation & Automation
<b>Job Role:</b>	Sales & Marketing	<b>Joining Date:</b>	
<b>Employment Status:</b>	Full Time	<b>Employment Type:</b>	Employee
<b>Monthly CTC Range:</b>	Negotiable as per Experience	<b>Manages Others:</b>	No
<b>Number of Vacancies:</b>	2 (Two)	<b>Other:</b>	

### Responsibilities:

- Maintaining and increasing sales of the company's product & services. Generate and exceed target-based sales.
- Identifying sales opportunities through extensive market research; Mapping new markets.
- Achieving sales targets through acquisition of new clients and growing business from existing clients.
- Ensure high levels of customer satisfaction through excellent sales service. Assess customers' needs and provide assistance and information on product features. Team up with co-workers to ensure proper customer service.
- Doing Promotion activities and Marketing Activities to achieve sales.
- Remain knowledgeable on products offered and discuss available options Cross sell products.
- Build productive trust relationships with customers.
- Actively seek out customers, introducing the company and generate leads / enquiries.
- Focus strongly on converting every enquiry into an order.
- Preparing marketing and promotion strategies, plans; planning and organizing presentations to develop new clients.
- Prepare offers based on enquiries generated by self and public tenders.
- Constantly interacting with prospects and maintaining cordial business relationship with key clients.

### Skills:

- Business Development, Key Accounts Management, Contractual Evaluation & Negotiation
- Setting Strategies/ Sales Target, Clientele Development, Sales Management
- Coordination, Competitor Analysis
- Product Management, Vendor Management, Customer Care
- Communication & Interpersonal, Leadership, Analytical Thinking Skills
- Familiar with EPC related business / market, good contacts for new EPC Business for company.
- Should possess effective presentation skills.
- Coordinate with project, planning and procurement department for timely response on sales leads.

<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>Degree:</b>	B.Tech/ B.Sc / Diploma (Electrical/ Instrumentation/ Electronics)	<b>Years of Experience:</b>	1-4 years in projects/turnkey projects marketing, business development in EPC/ turnkey contracts/projects marketing
<b>Working Location:</b>	Patparganj	<b>Education:</b>	U.G and/or P.G
<b>Career Level:</b>	Entry/ Middle Level	<b>Other:</b>	

### Please Send Application to:

<b>Name:</b>	Revathy Shekaran	<b>Email:</b>	<a href="mailto:hr@iconcontrols.net">hr@iconcontrols.net</a> ; <a href="mailto:careers@iconcontrols.net">careers@iconcontrols.net</a>
<b>Address:</b>	127, F.I.E, Patparganj Indl Area, Patparganj,	<b>Country:</b>	India
<b>City:</b>	Delhi	<b>Postal Code:</b>	110092
<b>Phone:</b>	+91 11 22143924	<b>Fax:</b>	+91 11 22143913
<b>Website</b>	<a href="http://www.iconcontrols.net">www.iconcontrols.net</a>	<b>Location</b>	<a href="https://goo.gl/maps/tMbjFeKwwZLudifC6">https://goo.gl/maps/tMbjFeKwwZLudifC6</a>