



TECNIA INSTITUTE OF ADVANCED STUDIES

GRADE "A" INSTITUTE

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Ref. No: TIAS/TP/Campus/Notice/2023-24/123

Date:12.01.2024

Dear All,

Please find an option for consideration. Interested candidates are required to register on the link latest by 14/01/2024.

Link to Apply:- <https://forms.gle/DJSfQituCgp9Z43dA>

Company Name: Tech Savvy Engineers Pvt. Ltd.

Eligibility: BBA-2023 & 2024 Batch

Salary Range : 2.40 to 3.0 LPA (CTC)

Role: Sales/Business Development Executive

About: Tech Savvy Engineers!!!!!!!!!!!!

We have an urgent opening for Sales Professional with our company for Noida & Gurgaon Region.Total No. of Openings: 4 - 5

About the role: -

As a SolidWorks Sales Executive, we offer you a great opportunity to use your engineering knowledge to develop prospects and customers into using the complete range of SOLIDWORKS products. This role is a great opportunity to start or continue your career in promoting leading manufacturing and design software solutions for the engineering industry. Your activities would consist of making consultative visits to customers to understand their current processes, identifying areas of improvement and recommending/demonstrating products or services to help them. You would be rewarded for the opportunities you discover which convert into closed business.

Sales Executive is responsible for execution of all facets of the sales cycle including, cold-calling/prospecting, qualifying, and following up with prospects, preparing and giving presentations to senior level management, and ensuring quality relationships with customers.

This is a field sales role and will involve visiting companies to conduct meetings and presentations, as well as office based time to generate opportunities and advance pipeline.

Responsibilities

- Generate sales opportunities for product sales business primarily 3D Modelling software,QA/Inspection software, design visualization and other products/services as required.
- Identify the potential prospects for SolidWorks suite of products in the assigned territory.
- Conduct sales prospecting and lead generation via phone, email and face to face visits.
- Customer lead follow-up and qualification
- Generate quotes and illustrate the value of the solutions for the prospect.
- Negotiations and closure.
- Opportunities to be managed through a CRM system with relevant updates.
- Prepare and maintain detailed weekly & monthly forecasts and present them to the team leader.

- Work with Pre-sales Engineers and other technical staff to schedule and coordinate demonstrations and events.
- Interface with OEM in a professional and efficient manner regarding pipeline, sales and marketing activities, concerns and accomplishments.
- Achieving quota and forecasting accurately

Desired Skills

- Great listener & Good self-initiative
- Ideal candidate should have good communication and presentation skills. Should be confident and demonstrate influencing skills in a consulting environment.
- Should be knowledgeable on team management.
- Candidate should be confident to present in front of large audience.
- Personally, well presented and possess excellent organisational and time-management skills.
- Experience selling to Manufacturing companies is a plus.
- Candidate must have Engineering Background and Mechanical Engineering is a plus.

Industry: IT-Software / Software Services
Functional Area: Sales, Retail, Business
Development Role: Sales/Business Development Executive

All the best

Thanks & Regards,



Dr. Nivedita
Head - Training and Placement Cell