

Job Title: Sales engineer at Markolaser

Location: Bengaluru

Job Type: Full-time

About Markolaser: Markolaser is an innovative laser engineering brand of Spinks World. Our machines are used in a variety of industries, such as automotive, electrical, aerospace, medical and jewelry. To help increase efficiency and productivity. Every day at Markolaser is filled with exciting and challenging opportunities to help create the future. We are committed to ensuring our customers have the best experience with our machines and services.

Job Description:

We are looking for passionate, persistent associates in Karnataka and Tamil Nadu regions, who are committed to solving our customers' challenges with innovation and diligence. Our customer-focused team works in a fast-paced, collaborative environment with the opportunity for exciting professional growth. As a Sales Engineer, you will be responsible for generating new business and maintaining existing accounts. Every day at Markolaser is filled with exciting and challenging opportunities to help create the future. We are committed to ensuring our customers have the best experience with our machines and services. If you are ready to take on challenging projects and work with a dynamic team, then we want you to join us!

Responsibilities:

- Identify and develop new business opportunities in the Bangalore region
- Build and maintain strong relationships with existing customers
- Conduct product demonstrations and presentations to potential customers
- Provide technical support and expertise to customers.
- Collaborate with the production and application teams to develop sales strategies and achieve sales targets
- Stay up-to-date with industry trends and market developments

Requirements:

- Bachelor's degree in engineering or related field
- 3-5 years of experience in technical sales
- Experience in the laser industry preferred
- Strong communication and interpersonal skills
- Ability to work independently and in a team environment

- Excellent problem-solving and analytical skills
- Fluency in English
- Willingness to travel as needed
- Valid driver's license
- Capable of conducting technical and sales presentations to key clients
- Possess time management skills to handle a consistently high level of sales activity– including a full schedule of outside sales calls coupled with numerous follow up requirements.

We offer a competitive salary, commission-based compensation, and benefits package. If you are a motivated individual with a passion for Industrial Laser machines and automation sales, we encourage you to apply for this exciting opportunity.