

AltSF Process Pvt. Ltd.

Position Name: Sr. Engineer / Dy. Manager – Sales & Marketing

Job Description:

Responsibilities of Engineer – Sales & Marketing:

- Promoting the company's existing brands and introducing new products to the market.
- Researching and developing marketing opportunities and plans, understanding consumer requirements, identifying market trends, and suggesting system improvements to achieve the company's marketing goals.
- Gathering, investigating, and summarizing market data and trends to draft MIS reports.
- Staying current in the industry by attending educational opportunities, conferences, and workshops, reading publications, and maintaining professional networks.
- Visit to end user site/project and get necessary data for technical & commercial proposal preparation.
- Preparation of best feasible layout with help of drafting team, provide necessary input to proposal making team and submission to the concern client hierarchy.
- Preparation of project investment budget for client, providing the best reliable data for ROI.
- At AltSF, we believe in consultative selling, hence a sales Engineer is not only for selling but for consultation with customer, who listen, understand & guide to resolves the issues and build a trustworthy relation in market.

Requirements of Engineer – Sales & Marketing:

- 1 - 5 years' experience in Sales & Marketing
- Sound knowledge of power plants, cement plants, waste to energy plants, municipalities buying process is preferred.
- Strong analytical, organizational, and creative thinking skills.
- Excellent communication, interpersonal, and customer service skills.
- Knowledge of data analysis and report writing.
- The ability to understand and follow AltSF Company as well as their client's policies and procedures.
- **Sales experience of equipment or component sales to Cement Industry will be preferable.**

Miscellaneous:

- To take up additional responsibilities as entrusted by the Company management from time to time.

Education:

- A Bachelor's degree in engineering Mechanical / Electrical.
- MBA in Marketing will be added advantage but it's not must.

Prerequisites:

- Place of work: at Head Office of AltSF Process Pvt Ltd, T2/501, KWT Towers, Pimpri, Pune India 411018
- Travelling about 20 to 50% of the time to customer offices & sites all across India & global.

Submit your CV to: info@altsfpro.com