



icotek is growing. Join the icotek group as:

icotek[®]
smart cable management

Senior Sales Engineer

Karnataka Region

Essential Job Role

- Continually promote icotek solutions and educate customers, target end users and distributor partners of the benefits of icotek products and solutions
- Develop and maintain enthusiastic and dedicated relationships with prospects and established customers, as well as distributors
- Arrange and schedule meetings for the week to properly support the territory. Perform product demonstrations & presentations at customer sites
- Work cohesively with Inside Sales Associates, National Sales Manager and Support Staff
- Perform a minimum of 12 customer visits / sales calls each week
- Actively participate in trade shows, seminars, webinars and other promotional sales activities
- Participation in Online Academies to learn about product developments and innovations and continually be aware of company as well as industry news
- Prepare weekly sales reports and enter into Salesforce
- Participate in weekly sales meetings with your reporting manager
- Perform other related duties as assigned
- Recruit strategic partners & develop existing distribution networks

Requirements

- 6 to 8+ years in industrial sales experience
- Strong background in OEM and end customer segment
- The ability to relate technical information to non-technical customers
- Excellent interpersonal skills and an excellent sense of priorities
- Strong attention to details, a team working aptitude
- Ability to identify and meet customers' needs and requirements
- Must be hardworking, a self-starter and a problem solver

Benefits & Features

- Full-time employment
- Competitive salary
- Car Allowance
- Laptop & iPhone provided
- EL will be provided as per the company policy
- Health Insurance

About icotek

We are an innovative and internationally positioned family business. We offer our employees a secure job with a wide range of development opportunities in a modern working environment. We strive for continuous growth and the expansion of our market leadership in the field of innovative cable management systems in all world markets. As a family-friendly employer, we are a reliable and fair partner at eye level for our employees. We are looking for curious and open-minded employees who want to shape the future together and identify with us and our products.

Your contact person at icotek:

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+91 953 567 3112

We look forward to receiving your application including your earliest starting date and your salary expectations. Please send them to info@icotek.in

icotek India Pvt Ltd

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More information

 www.icotek.in