

# Star Technologies

<https://star-technologies.co.in/job/sales-and-service-engineer-5/>

## Sales and Service Engineer

### Description

Identifying potential Corporate clients in Kerala Region, for sales pitching in business, Development. Knowledge about fiber optics would be an added advantage. Living Preferably in Kochi.

### Responsibilities

- Follow up calls with potential clients and generating revenues
- Responsible for meeting the sales target
- Preparing monthly budget
- Increase sales volume within their assigned region
- Developing new business opportunities, ensuring customer needs are met satisfactorily
- Keeps the Sales Head updated on their assigned area
- Visit local markets and retailers.
- Maintain and build strong bond with retailer for sustainable growth.
- Initiate the Demonstration of the Machines/Products and Service Requirements
- Reviewing sales performance in respect to growth
- Keep the Management updated with the Business trend and growth of the Branch
- Supervisory Skills to monitor the other staff and logistics of the Branch
- Map Corporate clients for Telecommunication related requirements.
- Proactively get business from existing clients

### Skills

- Excellent Communication and Negotiation Skills
- Professional and Confident Appearance
- Result-oriented, open-minded way of thinking
- Proactive and energetic task approach
- Fluency in English and Malayalam required
- Proficiency in Computer skills
- Confident and Convincing

### Hiring organization

Star Informatics Pvt. Ltd.

### Job Location

Kochi, Kerala, India

### Date posted

April 24, 2020

### Education

Graduation from a recognized University.

### Experience

Minimum 3 years experience in Sales or Business Development.