

Engineer – Sales & Business Development : Sales/ADTE/2024/12

The ideal candidate will lead initiatives to generate and engage with business partners to build new business for the company. This candidate will be focused and have strong Sales & communication skills. They should be able to think positively when making plans and have a demonstrated ability to coordination strategy.

Selected Candidates will be officially on payroll of the company . Initial Induction/ Training will be at Pune HQ and upon successful completion of training period, candidates will be operating from respective office in assigned areas.

No. of Vacancies : 8 #

Locations : Mumbai, Ahmedabad, Bangalore, Delhi, Chennai, Hyderabad

Joining : Feb/ March 2025

Responsibilities

- Sales, Marketing, Business Development across assigned territories
- Develop new relationships to grow business and help company expansion plan.
- Improve & maintain existing business with continuous follow ups on emails / calls etc
- Creating awareness about Company's product and solutions in assigned area via various social medium.
- Meeting with Clients, Consultants, Architects, Contractors in HVAC Industry.
- Maintaining records of all operational activities in dedicated CRM etc.

Qualifications:

- Engineering from Universities. (BE- Mech /Diploma-Mech)
- MBA in Sales & Marketing will be added advantage.
- Fresher with Positive attitude & ambition can also be considered for an interview
- 1 - 5 years' prior HVAC industry related experience will be added advantage, preferably Fans, AHU, Ducting& Insulation industry experience.
- Positive Attitude, Strong communication and interpersonal skills
- Knowledge on HVAC Products & Projects will be added advantage
- Proven knowledge on Microsoft office tools is mandatory.
- Focused and goal-oriented and must be Team player.
- Ready to travel Across the allotted regions for business meetings.
- Knowledge of more than 3 languages will be added advantage (Fluent English & Hindi mandatory)

Yearly Remuneration Package : As per latest Industry Standards.

Last date for accepting applications : January 31,2025

Video Conferencing Interviews : February 5, 2025 (For shortlisted candidates only)

Personal Interview at HQ : February 10th onwards

Interested Candidates can share their latest resume and photo on below mentioned email ID: info@vatpalgroup.com , For more details of our Company kindly visit www.vatpalgroup.com