



Campus Placement Drive: 14/09/2017 at CEG

Company Profile:

Alive Solar Industries is the first and only INDIAN company that has produced technological patent in the class. Alive Solar Industries is founded with the vision of renaissance in field of solar power technology. The company with its own state of art infrastructure and world class research and development facility has produced the first technological patent in field of solar rooftop power units in INDIA. Alive Solar Industries has addressed the problem of large space requirement and non-availability of antiqued form of solar power generation system for small scale. The technology of Alive Solar has provided great comfort to the industrial sector as well as to residential communities by full filling their customized needs at lowest price available in INDIA.

Position: Sales Engineer

No of Opening: 03

CTC:

1. During Training Period - 1.5L PA
2. After training period- 3.2L PA

Facilities other than CTC:

1. Official traveling expenses
2. Official mobile phone and data bill
3. Intensive on the sales of above specified target

Provision Period: 1 Year

Training Period: 6 month

Joining: Immediate

Eligibility Criteria



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- Candidate must have Diploma / Degree in Mechanical / Electrical Engineering.
- Candidate should have no backlogs at time of placement.
- Pre 2017 Pass-out students.
- Candidate have at-least 55% and above in Diploma/Degree.

Requirements

- Good communication skill in English and Hindi.
- Candidate must have knowledge of MS-office.

Procedure

1. Round - 1: Written Exam
2. Round - 2: Group Discussion
3. Round - 3: Personal Interview

Job Description

- Searching for new clients who could benefit from your products in a designated region.
- Travelling to visit potential clients.
- Establishing new, and maintaining existing, relationships with customers.
- Managing and interpreting customer requirements.
- Calculating client quotations.
- Negotiating tender and contract terms.
- Negotiating and closing sales by agreeing terms and conditions.
- Preparing reports for head office.
- Meeting regular sales targets.
- Recording and maintaining client contact data.
- Supporting marketing by attending trade shows, conferences and other marketing events
- Making technical presentations and demonstrating how a product will meet client needs
- Liaising with other members of the sales team and other technical experts
- Solving client problems
- Helping in the design of custom-made products
- Providing training and producing support material for the sales team