

## Job Description Form

<b>Position Vacant</b>	Sales Engineers	
<b>Organization Name</b>	Mascot Dynamics Pvt. Ltd.	
<b>Company Profile</b>	We are focused on Supports Sales and service of Engineered Rotating equipment and value added accessories to Oil & Gas, Petrochemical, Fertilizer and chemical segment for the Indian customers.	
<b>Qualification</b>	BE – Mechanical / Electrical	(OR Diploma with good experience)
<b>Relevant Industry</b>	From Rotating equipment's industries like Pump, Compressor, Mechanical Rotary Equipment, Turbine, Coupling Bearing etc.	
<b>Job Description / Responsibilities</b>	<p>Generate the revenue through new business / clients and following the budgeted operating profit.</p> <p>Maintain the relationship with the existing clients &amp; provide top class services to them.</p> <p>Assessing performance of business in terms of new business and design strategic marketing plan to enhance the sales.</p> <p>Identification of the new prospective customers, build the awareness of our products to them &amp; to create their requirements towards the products.</p> <p>Analyze, evaluate, plan and execute on both existing and potential sales &amp; marketing activities and strategies. Planning &amp; implementing sales activities effectively.</p> <p>Find out the loopholes of the services &amp; try to fill it on top priority to maintain the co.'s goodwill in the market.</p> <p>Ensure to maintain all the Data / MIS of transactions and ensuring the financial disciplines to be maintain as per accounts guideline / SOP.</p> <p>Smooth implementation &amp; continuous usage / update of various latest technologies for sales &amp; services.</p> <p>Smooth implementation of various systems, policies &amp; procedures as per the guideline.</p> <p>Continuous Improvement: Customer Services - Team Work – Relationship with Clients – Quality.</p> <p>Daily, weekly &amp; monthly data, MIS &amp; reports of various functions / executions to be provided to respective dept. &amp; authority.</p>	

<b>Desired profile of the candidate</b>	BE / Diploma in Mech. Male, @ 25 to 35 yrs., Computer knowledge, Good English communication – written & verbal, Able to speak local language.		
<b>Min. Exp.</b>	3 Yrs.		
<b>Max. Exp.</b>	7 Yrs.		
<b>Compensation range</b>	3 to 6 lacks p.a. + performance incentives		
<b>Location of posting</b>	Pune, Chennai, Hyderabad, Delhi and Mumbai.		
<b>Candidate's Location</b>	Pune, Chennai , Hyderabad, Delhi and Mumbai		
<b>Contact Information</b>	<a href="mailto:hr@mascotdynamics.com">hr@mascotdynamics.com</a>		
<b>Website :</b>	<a href="http://www.mascotdynamics.com">www.mascotdynamics.com</a>		