

Sales Job Description

Sales Engineer – Automobile Industry

Location: Chennai, India

Job Type: Full-Time

Experience: 2+ Years (Preferred)

Salary: Competitive + Performance Incentives

About the Role

One of our clients in the automobile industry is looking for a Sales Engineer to drive business growth through technical sales and client engagement. This role is ideal for a technically skilled professional with a passion for automotive technology and B2B sales. The selected candidate will identify business opportunities, provide technical guidance to clients, and build strong relationships with automotive manufacturers, suppliers, and dealerships.

Key Responsibilities

- **Business Development** – Identify and engage potential clients in the automotive manufacturing and aftermarket sectors.
- **Technical Consultation** – Understand customer requirements and propose tailored automotive solutions.
- **Sales Presentations & Demonstrations** – Deliver compelling product demonstrations and technical explanations to clients.
- **Proposal & Quotation Management** – Prepare and negotiate pricing, contracts, and sales agreements.
- **Customer Relationship Management** – Build and maintain long-term partnerships with OEMs, Tier-1 suppliers, and key stakeholders.
- **Market Research** – Stay up to date with industry trends, competitor activities, and emerging technologies.
- **Sales Target Achievement** – Meet and exceed monthly/quarterly sales goals through strategic selling efforts.
- **Cross-functional Collaboration** – Work closely with the engineering, R&D, and product teams to ensure customer satisfaction.
- **Post-Sales Support** – Assist clients with product implementation, troubleshooting, and training.

Qualifications & Requirements

Bachelor's degree in Mechanical Engineering, Automotive Engineering, or a related field.

2+ years of experience in sales, business development, or technical sales in the automobile industry.

Strong understanding of automotive components, vehicle dynamics, and mechanical systems.

Ability to translate complex technical details into simple, customer-friendly solutions.

Excellent communication, negotiation, and interpersonal skills.

Experience working with CRM tools and sales tracking software is a plus.

Willingness to travel for client meetings, exhibitions, and industry events.

Why Join this opportunity?

- **Work with an Industry Leader** – Be part of an organization providing cutting-edge automotive solutions.
- **Career Growth & Development** – Opportunities to advance within the company as it expands.
- **Competitive Salary & Incentives** – Performance-based benefits and bonuses.
- **Dynamic Work Environment** – Collaborate with a passionate team of professionals driving innovation in the industry.

How to Apply:

Interested candidates can submit their resume and cover letter through the careers portal at [Alchemrise.com](https://www.alchemrise.com).