

If you think you are what is described here and ready for the challenge and excitement, apply to leela@adventumindia.com with your resume, last/current CTC and Notice Period details. Look forward to hearing from you!

Designation	Business Manager - SciTech
Functional Area	Sales Engineer
Work Experience	3 to 4 years
Location	Hyderabad
Job Description	<ul style="list-style-type: none"> • Promoting Engineering Teaching and Research Equipment in Andhra, Telangana, Odisha. • Visiting potential customers to prospect for new business. • Identifying opportunities amongst target segments. • Acting as a contact between company and its existing and potential markets. • Generating leads, follow up with new and existing customers. • Tender Management - Identification, qualification and managing submission process. • Gathering Partner/competition site scanning and Competition Tracking. • Negotiating variation in price, delivery and specification. • Gaining a clear understanding of customers business and requirements.
Desired Skills	<ul style="list-style-type: none"> • Should have Good communications skills in English / Telugu / Hindi. • Should have Engineering Background, Electrical / Mechanical. • Must be of sales background in similar line of business. • Should have basic sales skills & acumen to learn technical products. • Be able to make presentation to the client. • Be presentable, with a positive and a professional approach to work • Willing to learn, adapt and work in a dynamic environment • Willing to travel 50 - 70% in month