neevcloud

Profile: Sales Engineer
Location: Indore (On-site)

Overview:
The Sales Engineer, with 2-5 years of experience, is a technical professional responsible for supporting the sales team in presenting and demonstrating complex technical solutions to clients. This role requires a solid understanding of the company's products and services, as well as the ability to communicate technical concepts to both technical and non-technical audiences. The Sales Engineer plays a crucial role in bridging the gap between technical capabilities and business requirements, ensuring that clients fully understand the value proposition of the offered solutions.

Responsibilities:

- Responsible for identifying, prioritizing and developing new business.
- Formulating strategies for bringing in business and generating reports.
- Respond and seek clarifications from prospects on the RFPs to enable correct business proposal.
- Must be capable of generating new business leads by confidently approaching the prospects in bulk using cold mails or specifically head hunting the leads through the available and most apt social media platforms like LinkedIn or participating in relevant discussions / answering questions on platforms like Quora.
- Build a network of key contacts and relationships within accounts to secure customer loyalty.
- Lead Generation, Work across organizational boundaries and with multiple functions to solve customer problems.
- Cold Calling- connecting with CEO's and CTO's.
- Pitching the business service, sending/seeking requisite information/proposal and follow up with persistence reflecting the win-win synergies due to the organizational edge.
- Successfully match customer pain/requirements to proposed solutions Collect and document competitive intelligence.
- Able to close deals.

- Develop and maintain in-depth knowledge of the company's products, services, and industry trends.

- Collaborate with the sales team to understand client requirements and tailor technical solutions accordingly.

Key Competencies:
- Strong communication and presentation skills.
- Analytical and problem-solving abilities.
- Customer-focused with a keen understanding of client needs.
- Ability to work collaboratively in a fast-paced environment.
- Results-driven with a focus on contributing to the sales team's success.

Qualifications:

- Bachelor's degree in a technical field (e.g., Computer Science, Engineering), MBA Marketing or equivalent experience.
- 2-5 years of experience in a technical sales or sales engineering role.
- Proficiency in understanding and articulating technical concepts.
- Familiarity with relevant technologies, industry standards, and best practices.

Interested candidates can share resume to the below Email ID:

hr@neevcloud.com