

Business Development Executive and Key Account Manager

About SERTEL ELECTRONICS		M/s. Sertel Electronics with four-decade experienced research and an equipment manufacturing company based in India (Chennai) and UK (Birmingham) we are technology-oriented company who focus on R&D and High-tech Industrial Applications. We have a strong team with expertise in industrial automation, design engineering, embedded software development, mobile app development, IT networking, data recording and analysis. Our Solutions are focused for all process and automation industries (Power generation and transmission, Steel, Cement,Pharma, Oil and gas), Research institutes (IMD,ISRO,IIT,NIT,etc...) and also Defence.
Function		Business Development
Business Vertical		Process Industries and Renewable Energy
Reports To		Sales Head
Job Type		Individual Contributor
Team size		5-10 Members
Base Location		Chennai
Eligibility Criteria	Education	BE/B-Tech (EEE/ECE/C and I/)
	Relevant Professional Experience	1 - 3 years in Business development and field Sales Focus customer vertical of Power, Cement, Project EPC, Oil and Gas
Scope of Work	Primary Role	Need to take complete ownership of assigned region and customer accounts, and undertake responsibility of: *Customer engagement through visit and online sources *Lead Generation *Site Study *Technically discussion with customer *Negotiations *Sales Funnel Update *New Account exploration *Upselling and Cross Selling *Creating Weekly plan and Daily plan
Key Competencies	Technical	Basic working knowledge of industrial instruments used in process industries Working knowledge of solar power plant Basic working knowledge of process industries Computer knowledge in M.S. Words, Excel and Power point
	Behavioral	Good Communication Problem solver Good negotiation and conflict management Presentable
Travel Frequency		10 to 15 day per Month in the assigned region
Mail Id		info@sertelelectronics.com
Mobile No		+91 9344699716

Product Application Engineer

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Job Role		Product Application Engineer
Function		Pre-Sales Team
Business Vertical		Process Industries and Renewable Energy
Reports To		Team Lead- Sales and Marketing
Job Type		Individual Contributor
Team size		5-10 Members
Base Location		Chennai
Eligibility Criteria	Education	BE/B-Tech (EEE/ECE/C and I/)
	Relevant Professional Experience	1 - 3 years in Pre-Sales Focus customer vertical of Power, Cement, Project EPC, Oil and Gas Note: Interested freshers can also apply
Scope of Work	Primary Role	Need to take complete ownership of assigned product and undertake responsibility of: *Lead Generation *Quote submission *Responding to customer queries and followup on the quotation *Customer Visit for site study and technical discussion. *Online Customer meeting for product presentation and demo. *New customer development *Sales Funnel Management *Upselling and Cross selling *Creating weekly plan and daily plan *Work order preparation with respect to PO and offer, And proceed to Accounts and projects team
Key Competencies	Technical	Basic working knowledge of industrial instruments used in process industries Working knowledge of solar power plant Basic working knowledge of process industries Computer knowledge in M.S. Words, Excel and Power point Will be nice to have Expireance in Tender portal (GeM, Eproc, Aribha, Vendex)
	Behavioral	Basic working knowledge of industrial instruments used in process industries Working knowledge of solar power plant Basic working knowledge of process industries Computer knowledge in M.S. Words, Excel and Power point
Travel Frequency		10 day per Month.
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Production Engineer

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Function		Production
Business Vertical		Process Industries and Renewable Energy
Reports To		Product Manager
Job Type		Individual Contributor
Team size		5-10 Members
Base Location		Chennai
Eligibility Criteria	Education	BE/B-Tech (EEE/ECE/C and I/)
	Relevant Professional Experience	1 - 3 years in electrical product manufacturing. Note: Interested freshers can also apply
Scope of Work	Primary Role	<p>Need to take complete ownership of assigned product and undertake responsibility of:</p> <ul style="list-style-type: none"> *Supervising the manufacturing processes, ensuring quality work is done in a safe, efficient manner. * Creating production plant with respecton inputs from the sales and markeing department *Liaising with other engineers to develop plans that improve production, costs, and labor required. *Diagnosing problems in the production line and providing recommendations and training. *Establishing safety procedures and protocols that take the workers' well-being into account, and that also minimize the carbon footprint. *Keeping abreast of advancements in engineering and production, and sharing knowledge with co-workers. *Identifying, documenting, and reporting unsafe practices. *Drawing up production schedules and budgets for projects. *Scheduling meetings with relevant departments and stakeholders. *Analyzing all facets of production and making recommendations for improvement. *Obtaining any materials and equipment required. *Creating weekly plan and daily plan
Key Competencies	Technical	<ul style="list-style-type: none"> * Working knowledge of industrial switches, relays and other electrical components * Computer knowledge in M.S. Words, Excel and Power point
	Behavioral	<ul style="list-style-type: none"> * Good written and verbal communication skills * Ability to make decisions under pressure. * Good analytical, problem-solving, and critical thinking skills. * Basic working knowledge of industrial instruments used in process industries * Working knowledge of solar power plant * Basic working knowledge of process industries
Travel Frequency		10 day per Month. (if required)
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