

SELECTION CRITERIA –Sr. Engineer, Technical sales

- Minimum qualification is a Bachelor's Degree in Engineering.
- A degree in Mechanical Engineering would be preferable. Other disciplines of engineering are also acceptable excluding Computer Science, Information technology and Electronics and Communication engineering.
- Technical ability should be good as the job involves selling of products to various Fluid System applications.
- Good English Communication skills (both written and spoken) are mandatory. Fluency in local language (Tamil) is mandatory.
- The image of the candidate that is presented should be good and in line with the reputation of the Swagelok Brand as should be apparent from the way the **candidate is dressed** etc.
- Prior Sales experience (5 years) as Sales or Sr Engineer in B2B Industrial Sales is mandatory.
- For Chennai positions, Candidates should live reasonably close to the office (max 45 minutes time to reach work). If not located nearby, they should be ready to move so commuting time to the office is not more than 45 minutes.
- The primary Job Role would include achieving **Targeted Sales Numbers** for a territory.
 - It would also include interacting with customers to understand the end use, selecting products based on the end use application and customer specification, following timelines for handling customer queries by coordinating with managers, keeping abreast with product knowledge, educating customers about product attributes, resolving technical issues, evolving innovative solutions for customer technical issues etc.
 - Technical aptitude and great selling skills are a must
- CTC is not a constraint for deserving candidates!
- Long term commitment is preferred