

DYNOTECH INSTRUMENTS PVT LTD

Campus Recruitment – 2017 Batch

(Only for Unplaced Students)

About the Company	-	www.dynotech.in
Eligibility	-	a) Only for unplaced students of 2017 passing Out Batch b) B.Tech (ALL Branches) c) IMMEDIATE JOINING REQUIRED
Package	-	3.00 LPA
Designation	-	Sales Engineer
Job Description	-	

Customer acquisition and servicing

- Identifying and analysing the prospective clients/ markets with respect to the overall potential, time frame and the decision making process
- Identifying the key influencers
- Pitching the products and services by making customer visits and presentations to the customer as per the identified need
- Gathering market intelligence and generating leads through discussion with various stakeholders
- Ensuring the proper closure of deal upon work completion through customer feedback and providing warranty if contract provides for the same
- Submission of bids online for tenders
- Keeps management informed by submitting activity and results reports, such as daily reports, monthly and annual territory analyses.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Maintains professional and technical knowledge.
- Provides historical records by maintaining records on area and customer sales, contributes to team effort by accomplishing related results as needed.

Business Development

- Gathering market information on competitor products, practices & trends and sharing the same with the hierarchy
- Generating referrals from various sources like existing customers and following up on the same

Reporting

- Generating ratification reports
- Mapping and indexing potential clients in the territory for future deals

How to Apply?

If you are eligible & interested for the above mentioned job profile, please apply on link below latest by 2nd March 2017 by 5:00 pm

[CLICK HERE](#)

If we find that any student not meeting the eligibility criteria of the Company as mentioned above and eventually get placed with the company than he/she is solely responsible.

NOTE - Schedule of Visit, Eligibility Criteria shared is subject to change as per the discretion of companies and kindly visit the portal before coming to campus drive.

My Best Wishes

Dr. Ajay Rana

Advisor & Director