

Organization:	Kinetix Machine Tools LLP
Job Title:	Relationship Executive
CTC:	2LPA
Location:	Central & East India
Departments Eligibility:	ENGINEERING
Course Eligibility	DIPLOMA
Student Gender Preference:	Male

General Job Description

Sales and Business Development:

- Identify and develop new customers in sheet metal, fabrication, and allied industries.
- Generate leads through market research, field visits, exhibitions, and referrals.
- Achieve sales targets for assigned product range and territory.
- Build and maintain strong long-term relationships with customers.
- Prepare and deliver technical presentations and machine demonstrations.
- Supporting exhibitions, trade shows, and customer events coordination.

Technical Consultation & solution Selling:

- Understand customer needs related to sheet metal processing and recommend suitable CNC solutions.
- Conduct technical discussions with clients, providing product specifications and machine capabilities.
- Coordinate with the technical team for feasibility studies and application support.
- Support the preparation of commercial offers, quotations, and proposals.
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Market & Competitor Analysis:

- Gather and report market intelligence including competitor activities, pricing trends, and customer feedback.
- Identify emerging market demands and potential opportunities for business expansion.

Post-Sales Coordination:

- Ensure smooth execution of orders in coordination with internal teams.
- Support after-sales service coordination, machine installation planning, and client satisfaction follow-ups.
- Act as a point of contact for resolving client concerns during and after project completion.

ELIGIBILITY
ENGINEERING
DIPLOMA
SPECIALIZATION - MECHANICAL
Diploma/Degree in Mechanical, Production, Industrial, or related Engineering discipline
Decision Taking Abilities, Self analyzer, Planning & Quick learner.
Strong technical understanding of CNC machines, fabrication processes, and sheet metal industry
Excellent communication, negotiation, and presentation skills.
Willingness to travel extensively within assigned territories.
Self-motivated with a target-driven approach.
Fluent Communication in English is mandatory.

Job Reviewed by: Director, Training & Placement
Job Approved by: Director, Training & Placement
Job opportunity provided through: Training and Campus Placement Department

Date: 09/09/2025