JOB DESCRIPTION

Organization:	**VISTA BIOENERGY LLP**
Job Title:	**Technical Sales Engineer**
CTC:	**3LPA**
Location:	**SINI,JHARKHAND**
Departments Eligibility:	**B.TECH/DIPLOMA**
Course Eligibility	**Mechanical**
Student Gender Preference:	**ALL**

General Job Description

- Identify and generate new business opportunities through customer visits, calls, referrals, and market research.
- Understand customer requirements and recommend appropriate technical products or solutions.
- Prepare and deliver technical presentations, product demonstrations, and proposals.
- Explain product features, specifications, applications, pricing, and benefits to customers.
- Coordinate with the engineering team to provide technical solutions and product support.
- Prepare quotations, technical documents, and commercial proposals as required.
- Follow up with prospective customers and support the sales conversion process.
- Handle customer queries, technical concerns, and objections professionally.
- Maintain customer records and prepare regular sales and business development reports.
- Achieve assigned sales targets while maintaining strong customer relationships.

Preferred Skills

- Strong technical and product knowledge.
- Excellent verbal and written communication skills.
- Good presentation and negotiation abilities.
- Strong customer-handling and relationship-building skills.
- Ability to understand technical drawings/specifications.
- Good problem-solving and analytical skills.
- Basic knowledge of MS Office / CRM tools.
- Willingness to travel for customer meetings, if required.

Eligibility
B.TECH/DIPLOMA
Specialization **Mechanical**
Fresher

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

DATE:-23.05.2026