Srinath University
अध्ययन • अनुशासन • अनुग्रहण

JOB DESCRIPTION

Organization:	**ATLAS COPCO (INDIA) LTD.**
Job Title:	**SALES TRAINEE**
CTC:	**3.5 LPA**
Location:	**Jamshedpur**
Departments Eligibility:	**B.Tech/M.Tech**
Course Eligibility	**ME,EEE**
Student Gender Preference:	**ALL**

General Job Description

- Research target accounts and stakeholders for client-focused outreach and new business prospecting
- Support sales activities and lead generation initiatives
- Participate in customer meetings (both online and onsite)
- Assist in building and managing an accurate regional sales pipeline
- Follow up on opportunities, contracts, and payments
- Manage sales data, reports, and CRM updates
- Support ii-Trak studies and contribute to revenue generation efforts
- Represent the organization at events and collaborate with internal teams to enhance customer experience

Preferred Skills

- Strong verbal and written communication skills
- Good interpersonal and relationship-building skills
- Customer handling and negotiation skills
- Basic understanding of sales and business development
- Confidence in interacting with customers
- Ability to understand customer needs and provide suitable solutions
- Good persuasion and convincing skills
- Target-oriented and self-motivated approach
- Willingness to learn sales techniques and industry practices
- Basic knowledge of MS Office and CRM tools
- Good problem-solving and decision-making abilities
- Ability to work independently and as part of a team
- Positive attitude and professional approach

Eligibility
B.Tech/M.Tech
Specialization **ME,EEE**
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:-08.06.2026