

## JOB DESCRIPTION

|   |                         |                                  |       |
|---|-------------------------|----------------------------------|-------|
| <b>Job Title/<br/>Location</b>                  | Sr. Engineer – Projects | <b>Department</b>                | Sales |
| <b>Reports Directly<br/>To (Position Title)</b> | DGM - Projects          | <b>No. of Direct<br/>Reports</b> | NA    |

### POSITION SUMMARY

Describe the primary purpose and function of this job

This is an outside sales position that requires a highly motivated, innovative, Business development professional. The ideal candidate needs to have prior experience of minimum 5-6 years of selling products and solutions to EPC and other customers involved in projects. Prior experience of selling to projects is mandatory for this position.

The ideal candidature is responsible for managing projects at EPC. He should be connected with all stake holders and updated about the latest projects in bidding and planning stages with Owner companies and EPCs.

This role is to develop and maintain value-added relationships at multiple stakeholders (EPCs, Owner Companies etc.) to position Swagelok as a preferred supplier. The associate is the primary customer interface and part of the team responsible for providing a variety of services, solutions, support, and information in a manner that builds trust, confidence and long-term business.

### KEY ROLES & RESPONSIBILITIES

- Early engagement with Owner & PMC/EPC Companies in restricting AVL for all identified projects. Preparing a strategy documents for these projects.
- Package vendor management.
- Responsible for Project sales in south India.
- Building rapport with Owner Companies, Contractors, EPCs & end-users in South India.
- Understanding market situation in terms of requirements with respect to competition.
- Analyzing competition in assigned geography and effectively protecting the market share.
- Knowledge of Fluid system components and people responsible at EPC.
- End user management-development and mentoring with an overall end to end service approach to customer.
- Continually seeking opportunities to increase customer satisfaction and deepen client relationships.
- Builds a knowledge base of each customer involved in projects.
- Key Account Management.
- Sales forecasting and sales strategy.
- Opportunity management and reporting.
- Supporting sales team by identifying key projects and early engagement with Owner and EPC Companies.
- Engagement with all departments at Owner companies/EPC.

### Disclaimer

The above mentioned roles and responsibilities are intended to describe the general nature and level of work being performed by people classified for this Job. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. He/she may be required to perform duties outside of the above defined responsibilities from time to time, as needed.

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### CORE COMPETENCIES REQUIRED

Indicate the observable behaviors that demonstrate the knowledge, skills and abilities that the employee should have

| Competencies                        | Behavioral Descriptors   |
|-------------------------------------|--|
| <b>Communication</b>                | <ul style="list-style-type: none"> <li>Effectively communicates with all associates, customers and handles sensitive information appropriately.</li> <li><b>(Listening, Verbal Fluency):</b> Active listening style that achieves understanding and appreciation for others, and expressing oneself in a clear and well-articulated fashion appropriate to audience.</li> </ul>  |
| <b>Teamwork &amp; Collaboration</b> | <ul style="list-style-type: none"> <li>Ability to work effectively with others to deliver results.</li> </ul>  |
| <b>Interpersonal Skills</b>         | <ul style="list-style-type: none"> <li>Helps others by addressing their work-related queries.</li> <li>Demonstrates empathy and understanding of others situations and opinions, building coworker's trust.</li> <li>Proactively considers the impact of actions and decisions on others within the department.</li> </ul>   |
| <b>Customer Orientation</b>         | <ul style="list-style-type: none"> <li>Delivering, anticipating, and maintaining professionalism with customers.</li> </ul>  |
| <b>Job Competency</b>               | <ul style="list-style-type: none"> <li>Possesses requisite skills and technical ability needed to accomplish job responsibilities; seeks to continue developing new competencies to adapt to a changing environment.</li> <li>Meet job goals and objectives.</li> <li>Seeks to achieve results which are in the best interest of the organisation.</li> <li>Delivers high quality results accurately on time.</li> </ul> |

### EDUCATION, PROFESSIONAL QUALIFICATION, EXPERIENCE & SKILLS

**Education, Professional Qualification:** Graduation in B.E / B.Tech – Mechanical or Instrumentation engineering. (CS / IT not preferred)

**Experience:** 5-6 years of selling products and solutions to EPC and other customers involved in projects. Prior experience of selling to projects is mandatory for this position.

**Skills:** Excellent communication, both oral and written. Excellent presentation skills, Computer proficiency in MS Office packages including Word, Excel and Outlook is a key requirement for the job.



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**Additional:** • Position currently based at Bangalore but mobility may be required

### About Swagelok

Swagelok Company, Headquartered in Solon, Ohio, USA, is the world leader in fluid system solutions including products, assemblies and services (tube fittings, valves, quick connects, regulators, hoses, orbital welding systems and other products) that are vital to fluid system requirements in industries such as power, oil and gas, petrochemicals, biopharmaceutical, research, alternative fuels, semiconductor manufacturing etc. Its manufacturing, research, technical support and distribution facilities support a global network of more than 200 exclusive authorized sales and service centres in 57 countries on six continents. Bangalore Fluid System Components Pvt. Ltd represents Swagelok as their sole authorized Sales & Service Partner/Distributor for North India, South India & Sri Lanka. The Head office is based in Bangalore with Branch offices at Delhi, Chennai and Hyderabad as well as resident sales engineers in 7 more cities and a total of about 130 employees.

Swagelok Bangalore has been certified as “**Great Place to Work®**” in 2022.

More information on Swagelok is available at [www.swagelok.com](http://www.swagelok.com) and [bangalore.swagelok.com](http://bangalore.swagelok.com)

“Swagelok Bangalore is proud to be an Equal Opportunity Employer. Applicants are selected without regard to race, ethnicity, creed, color, religion, sex (including pregnancy) ancestry & disability”.