

**POSITION TITLE: Proposal Engineer**

**LOCATION: Bangalore**

**REPORTING: DGM – Marketing & BD**

**POSITION SUMMARY:**

The BFSC Proposal Engineer's main responsibility is to effectively address customers' commercial and technical concerns, ensuring their satisfaction. Although not a field sales position, the Proposal Engineer is assigned specific accounts and must achieve sales targets within a defined customer base using virtual selling. It is crucial for the Proposal Engineer to prioritize the customer's best interests, adhering to ethical standards and maintaining a service-oriented approach. The Proposal Engineer is the primary customer interface and part of a team responsible for providing a variety of services, solutions, support, and information in a manner that builds trust, confidence, and long term business.

**KEY RESPONSIBILITIES**

- Virtual selling
- Sourcing new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Understanding customer needs and offering suitable solutions
- Help in product selection
- Tech / Project discussions / Negotiation meetings with customer
- Co-ordination with Commercial & Admin to clarify customer queries
- Quote Follow up
- Alignment with Swagelok - VIP Reports ( VAE's ), Commercialized products sales
- Energy Audits
- Customer Trainings
- Customer Presentations

**REQUIREMENTS**

- Minimum qualification is a Bachelor degree in Engineering.
- A degree in Mechanical Engineering would be preferable. Other disciplines of engineering are also acceptable, excluding Computer Science.
- Technical ability should be good as the job involves selection of products based on customer specifications.

- Some prior experience (2 to 3 years) as Sales/Inside Sales/Proposal Engineer would be preferred.
- Candidates should live nearby the office (max 45 minutes time to reach work). If not located nearby, they should be ready to move so commuting time to the office is not more than 45 minutes.
- Superior verbal and written communication skills in English. Knowledge of local language is preferred.
- CTC would be best in class and will not be a constraint for a deserving candidate with excellent communication skills and a positive attitude. CTC will consist of a fixed base salary and few variable components that are linked to performance. In addition to this, benefits like medical insurance for family, PF, gratuity is available for employees who complete their training program successfully.

## **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 100 employees.

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