

JOB DESCRIPTION

Job Title/ Location	Engineer – Business Development	Department	Sales
Reports Directly To (Position Title)	Manager - Sales – Sr.Manager – Sales	No. of Direct Reports	NA

POSITION SUMMARY

Describe the primary purpose and function of this job

The role of the BDE is to focus on new customer acquisition, lead generation, prospect management and maintain value-added relationships with customers in order to position BFSC as a preferred supplier. With goals of targeted revenue growth and targeted sales of strategic products within a defined geographic area, a BDE associate should always act in the best interest of the customer, applying sound ethics and a service orientation. The BDE 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 ROLES & RESPONSIBILITIES

- Identifying, qualifying, and securing new leads
- Cold calling, making multiple outbound calls to potential clients
- 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 Emission Survey
- Installation Training Program
- Continuous learning & Personal Developments

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.

CORE COMPETENCIES REQUIRED

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

Competencies	Behavioral Descriptors
Communication	<ul style="list-style-type: none"> • Effectively communicates with all associates, customers and handles sensitive information appropriately. • (Listening, Verbal Fluency): Active listening style that achieves understanding and appreciation for others, and expressing oneself in a clear and well-articulated fashion appropriate to audience.
Teamwork & Collaboration	<ul style="list-style-type: none"> • Ability to work effectively with others to deliver results.

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Interpersonal Skills	<ul style="list-style-type: none"> Helps others by addressing their work-related queries. Demonstrates empathy and understanding of others situations and opinions, building coworker's trust. Proactively considers the impact of actions and decisions on others within the department.
Customer Orientation	<ul style="list-style-type: none"> Delivering, anticipating, and maintaining professionalism with customers.
Job Competency	<ul style="list-style-type: none"> Possesses requisite skills and technical ability needed to accomplish job responsibilities; seeks to continue developing new competencies to adapt to a changing environment. Meet job goals and objectives. Seeks to achieve results which are in the best interest of the organisation. Delivers high quality results accurately on time.

EDUCATION, PROFESSIONAL QUALIFICATION, EXPERIENCE & SKILLS

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

Experience: 2 - 3 Years in BD / Sales.

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.

Additional: • Position currently based at Bangalore but mobility is 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 100 employees.

More information on Swagelok is available at www.swagelok.com and bangalore.swagelok.com