

Analytical Technologies Limited

Position - Field Sales Executive **AND** Product management Executive

Location - PAN INDIA/ All major metro cities

Job description

- Travelling to visit potential clients
- Establishing new, and maintaining existing, relationships with customers
- Managing and interpreting customer requirements
- Persuading clients that a product or service will best satisfy their needs
- Calculating client quotations
- Negotiating tender and contract terms
- Negotiating and closing sales by agreeing terms and conditions
- Offering after-sales support services
- Administering client accounts
- Analysing costs and sales
- Preparing reports for head office
- Meeting regular sales targets
- Recording and maintaining client contact data
- Coordinating sales projects
- Supporting marketing by attending trade shows, conferences and other marketing events
- Making technical presentations and demonstrating how a product will meet client needs
- Providing pre-sales technical assistance and product education
- Liaising with other members of the sales team and other technical experts
- Providing training and producing support material for the sales team

Key Responsibilities: Product management executive

- Support the product lifecycle from concept to launch.
- Conduct market research and competitor analysis to inform product strategy.
- Work with cross-functional teams (engineering, marketing, sales) to develop and launch new features/products.
- Gather feedback from users and stakeholders to improve product functionality.
- Assist in roadmap planning and prioritization of product features.

Skills required

- Knowledge of different types of analytical instruments, such as spectrometers, chromatographs, microscopes, and mass spectrometers.
- Excellent communication skills (Verbal and writing skills in English are a must)
- Good knowledge of Microsoft office (Word, Excel, Power point, Etc.)
- Ability to build strong relationship with customers and close orders on phone or mail

Education: Bachelor's in Business, Engineering, or a related field; or MBA preferred. or

Any Graduate

Experience:0- 2 years

License/Certification: Driving Licence (Preferred)