



As the world's leading manufacturer of vacuum systems in the field of metallurgy and heat treatment, we, ALD VACUUM TECHNOLOGIES, set standards through innovative products, state-of-the-art technology, comprehensive service as well as maximum flexibility.

We are looking for a **Diploma/ Bachelor of Engineering in Mechanical/ Electrical/ Instrumentation** candidate (Male/ Female)

Department	Sales & Marketing
Title	Sales Engineer
Experience	3-5 years (Mid-level)
Field of Expertise	OEM/ Capital Equipment Sales (Vacuum Equipments/ Furnaces/ Sales)
Application Industry	Vacuum Heat Treatment & Metallurgy (Aerospace, Automotive, Tools & Dies)
Experience	Minimum 3-5 years of experience in selling capital equipment's to Vacuum Heat Treatment & Metallurgy Industries (Automotive, Aerospace, etc. applications)
Qualification	Diploma/Degree from a reputed institution in engineering preferably in Mechanical/ Electrical/ Instrumentation Engineering
Job Location	Bangalore & Navi Mumbai, INDIA
Work days	5-6 days

#### Requirement:

- Ideally some experience or knowledge of vacuum heat treatment and metallurgy furnaces,
- but more importantly the ability to abstract and retain technical informations quickly
- Familiar with applicable standard concepts, practices, and procedures within the Vacuum Furnace Industrial applications (Automotive, Aerospace, etc.)
- Familiar with national variances in cultural and legal issues as pertaining to sales and commercials
- Relies on experience and judgment to plan and accomplish the sales goals set
- A certain degree of creativity in Marketing is preferred
- Works under minimal supervision
- Willingness to travel extensively in the region (PAN India)
- A good timekeeper, trustworthy and reliable.
- Good communication skills required in English / Hindi / Local Language

**Responsibilities:**

- Identification of new business opportunities in the different industries (e.g. Automotive, Aerospace, Tools and Dies, R&D Institutes, Electronics etc.)
- Preparation of business plan and customers visit plans
- Interaction with existing clients to further business development objectives (after-market sales)
- Preparation of Quotations and Prequalification techno-commercial documents meeting Tender/Customers requirement
- Develop both short-term and long-term new business and revenue generation opportunities

**Soft Skills & Behavioural Competencies:**

- Adaptable, honest, trustworthy, and self-motivated
- Identifying, defining and assessing problems, taking action to address them
- Understanding when teamwork is required to achieve the best results
- Delivering high quality work on time and fulfilling expectations
- Having a structured and organised approach towards work
- Delivering presentations in a structured and clear way to the customers

If the above advertised position appeals to you, please submit your recent resume to [hr-s@ext.aldvt-india.com](mailto:hr-s@ext.aldvt-india.com) and keep cc [sudhir@aldvt-india.com](mailto:sudhir@aldvt-india.com) and [yaithi@aldvt-india.com](mailto:yaithi@aldvt-india.com) with the position advertised for in the email subject, your salary expectation and possible starting date. We are looking forward to talking with you to understand things better.

**ALD Vacuum Technologies India Pvt. Ltd. (ALDVT India)**

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