



JD- SALES ENGINEER

Job Description – Sales Engineer

Position: Sales Engineer

Location: Nirvay Solutions Pvt. Ltd.

Department: Sales & Business Development

Reporting To: Sales Head / Managing Director

Key Responsibilities

- **Business Development & Client Acquisition**
 - Identify, qualify, and develop new business opportunities with HVAC contractors, consultants, and industrial/commercial clients.
 - Build and maintain strong relationships with decision-makers, influencers, and key stakeholders.
 - Engage with both direct clients and channel partners to expand market reach.
- **Technical Sales & Solution Design**
 - Understand client requirements, conduct site assessments, and propose tailored HVAC, automation, and energy management solutions.
 - Prepare and deliver technical presentations, proposals, and product demonstrations to communicate value propositions effectively.
 - Collaborate with the engineering team to ensure proposed solutions meet technical and commercial requirements.

- **Market Research & Strategy**
 - Monitor competitor offerings, pricing, and industry trends to position Nirvay Solutions strategically.
 - Provide market intelligence to management for product positioning and business planning.
 - **Sales Performance & Reporting**
 - Achieve assigned sales targets and contribute to overall revenue growth.
 - Maintain accurate records of sales activities, opportunities, and customer interactions in the CRM system.
 - Present periodic sales forecasts, performance reports, and pipeline updates to the management team.
 - **Customer Relationship Management**
 - Ensure smooth project handover from sales to execution teams, maintaining customer satisfaction throughout.
 - Gather and analyze client feedback for product/service improvement.
 - Act as the primary point of contact for resolving client issues during pre- and post-sales stages.
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Required Skills & Qualifications

- **Education:** Bachelor's degree in Mechanical/Electrical Engineering, Instrumentation, or a related field (Diploma holders with strong sales experience may be considered).
- **Experience:** Minimum 3 years in technical sales, preferably in HVAC, energy management, or automation systems.
- Strong understanding of HVAC systems, controls, and energy-efficient technologies.
- Excellent communication, negotiation, and presentation skills.

- Proficiency in using CRM tools and MS Office Suite.
 - Ability to work independently and travel as required.
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Preferred Attributes

- Existing network of HVAC contractors, consultants, and facility management companies.
- Proven track record of achieving and exceeding sales targets.
- Strong problem-solving skills with a customer-first mindset.
- Ability to translate technical solutions into business benefits for clients.