



You are looking for a job? We are looking for you.

Shape your future at ifm!

We are the Indian subsidiary of ifm electronic GmbH, Germany. One of the **MOST INNOVATIVE** and **CUSTOMER ORIENTED** multinational company engaged in application engineering, marketing and sales of Industrial Sensors as well as automation products.

For our fast growing customer base and applications, we require:-

SALES ENGINEER (SE) Food & Beverages

Location: PUNE

Job Purpose

- Drive sales of ifm products by capitalizing on opportunities at high potential OEMs and end users within F&B industry.
- Increase market share, sales and active buying customer base in the F&B

Description / Responsibilities:

- Implement a sales process that clearly defines the customers' challenge and their concept for a solution
- Effectively communicate with customers using digital media such as web conferences, LinkedIn and phone calls
- Conduct in-person meetings on large projects to evaluate machines, solve applications or present ifm solutions
- Win specifications at key corporate headquarters within the industry
- Work with a collaborative team of colleagues across the country to achieve the same goals
- Work closely with the global ifm industry team on developing the market and on winning global opportunities
- Work closely with Product Management (local or global) to identify the customer application needs regarding new products, sales tools and required services
- Support the sales team at some of their high potential accounts in the industry
- Support during the onboarding and training of new Sales Engineers
- Engage with customers and potential customers to learn about their business, the products they make and the initiatives they have for improvement
- Continuously learn industry trends and ifm solutions that relate to those trends
- Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks

Internal Details:

- Develop and convert high potential target accounts in the respective industry
- Direct ownership of 20-80 high potential target accounts. These should be accounts that are key players within the industry. Accounts that are fully covered by a Sales Engineer should not become a SE Industry account.
- Effectively communicate with customers using digital media such as web conferences, LinkedIn and phone calls
- Conduct in-person meetings on large projects to evaluate machines, solve applications or present ifm solutions
- Coordinate and lead sales effort at multiple locations for high potential accounts
- Increase market share, sales and active buying customer base in the respective industry
- Win specifications at key corporate headquarters within the industry
- Evaluate all listed accounts and develop an account strategy to identify the best opportunity for ifm
- Run an effective sales process to develop and win the opportunities
- Follow the "Strategic Selling with Perspective" methodology
- Develop and maintain a sales funnel with enough opportunities in all stages to exceed the annual sales growth target
- Identify opportunities for new solutions / gaps in the ifm product portfolio that will help ifm to increase the market share in the respective industry. Share information with Global Business Development Team and Product Management.
- Work closely with the whole sales team and the sales leader on developing the market and on winning opportunities
- Work closely with the Global Business Development Team on developing the market and on winning global opportunities
- Use tools (CRM, ifm web page, video conferences) in a very efficient way

Qualification / Skills:

- Comprehensive understanding of the F&B industry
- 5 - 7 years of experience growing sales of process and automation products in F&B industry is preferred
- Current, comprehensive understanding of F&B processes, general process controls and automation technologies
- Ability to identify, qualify and attain key prospect accounts for potential opportunities
- Understand customers' business models and machine / application requirements to determine the "best fit" for ifm solutions
- Ability to develop and execute a strategy to gain access to large potential accounts. A proven, comfort level interfacing with various departments in these accounts including Engineering, Purchasing, Manufacturing and Service
- Excellent communication, presentation, computer, negotiation, and sales skills to provide customers with the value-added support that makes ifm unique in the sensor business
- Strong verbal and written communication skills to effectively interact with all levels of our organization
- Ability to travel at least 50%, including internationally
- Good English level (min. C1 level/European reference or similar)

Excellent Salary package as well as other perks will be offered for right candidates, who aspire to grow with us.

Please send **resume** along with **recent photograph** to –

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Apply now - we look forward to seeing you!

ifm – close to you!