



<https://jobquest.jobsworld.com/job/technical-specialist-post-tcs-recruitment-2023-sales-engineer-jobs/>

Technical Specialist Post – TCS Recruitment 2023 – Sales Engineer Jobs

Job Location

India

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Base Salary

Rs. 25,000 - Rs. 50,000

Qualifications

Graduate,

Employment Type

Full-time

Experience

2+Years Experience Required

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Description

TCS Recruitment 2023

Position Overview: Tata Consultancy Services (TCS) is seeking a motivated and customer-focused Sales Engineer to join our team. As a Sales Engineer, you will be responsible for driving sales and revenue growth by promoting TCS's technology solutions and services to potential clients. This role requires excellent communication skills, technical knowledge, and the ability to understand customer needs. If you are passionate about technology, possess strong sales acumen, and thrive in a competitive environment, we invite you to apply.

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TCS Jobs For Freshers

Responsibilities:

- Actively engage in the sales process, including lead generation, prospecting, and client acquisition.
- Identify customer needs and pain points, and present TCS's technology solutions and services as suitable solutions.

Hiring organization

Tata Consultancy Services

Date posted

July 3, 2023

Valid through

31.12.2025

APPLY NOW

- Build and maintain strong relationships with new and existing clients, understanding their business requirements and proposing customized solutions.
- Collaborate with the sales team to develop sales strategies, set targets, and achieve revenue goals.
- Conduct product presentations and demonstrations to showcase the features and benefits of TCS's technology solutions.
- Prepare and deliver sales proposals, quotations, and contracts to potential clients, ensuring accuracy and timely submission.
- Negotiate pricing and contractual terms with clients, aiming to achieve win-win outcomes.
- Stay updated on industry trends, emerging technologies, and competitor activities to identify new business opportunities.
- Coordinate with internal teams, such as technical experts and solution architects, to develop and deliver comprehensive client proposals.
- Provide post-sales support, addressing customer inquiries, resolving issues, and ensuring customer satisfaction.
- Prepare and present regular sales reports, forecasts, and market intelligence to management.
- Continuously enhance product knowledge and sales skills through training and professional development opportunities.

Skills:

- Skills and Qualifications:
 1. Bachelor's degree in engineering, computer science, or a related field is preferred.
 2. Proven experience in sales, preferably in the technology or IT services industry.
 3. Excellent communication and interpersonal skills, with the ability to build rapport and establish trust with clients.
 4. Strong sales acumen and the ability to understand and articulate complex technology solutions to clients.
 5. Technical aptitude and the ability to understand customer requirements and translate them into suitable solutions.
 6. Self-motivated and results-oriented, with a drive to achieve sales targets and exceed customer expectations.
 7. Ability to work independently and as part of a team, collaborating effectively with colleagues from diverse backgrounds.
 8. Proficient in using CRM software and sales tools to manage customer relationships and track sales activities.
 9. Strong problem-solving and analytical skills, with the ability to identify customer challenges and propose appropriate solutions.
 10. Willingness to travel as required to meet clients and attend business meetings.

Important Links

Find the Link in [Apply Now](#) Button

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