



JOB DESCRIPTION

Title: Sales Engineer

Location: Karnataka

Department: Sales - South

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About us ACO is one of the leading International Manufacturers of Building Drainage, External Drainage, Landscape Drainage Products and Oil & Grease Separators. ACO Range of Products are widely used in about 50+ Countries and have 32 manufacturing units located in various parts of Europe, UK, USA, Asia, Australia and is Head quartered at Rendsburg, Germany. For more details of ACO, you could also visit our website www.aco.in which would give you a broad idea about our organization and the product offerings.

Job Summary:

- The primary role of the Sales engineer is to generate sales
- The other roles include working closely with MEP consultants, kitchen consultants, Architects, Project managers, Project Management Consultants, Contractors from potential clients.
- Presentation to the consultants/architects/end customers etc. to update/educate on new/existing products
- Getting product specification in new projects
- Converting the leads/enquiries into sales
- Develop new areas for business
- Participating in trade fairs and exhibitions
- Organizing seminars for MEP consultants, kitchen consultants, Architects, Project managers, Project Management Consultants, Contractors

Qualifications & Experience

- Experience Required: 5 – 6 YEARS
- Educational Qualification: Diploma/B.E (Mechanical civil)/ MBA

Key Responsibilities:

- Focus on Bangalore and other cities in Karnataka
- Preparing the specifications by working closely with MEP consultants / kitchen consultants/ Architects / End users
- Identifying potential new clients and turn this into increased business.
- Identifying decision makers within the client organization.
- Build relationships with new clients.
- Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- Client Retention
- Present new products and services
- Work with technical staff and other internal colleagues to meet customer needs.
- Arrange and participate in customer presentations

Performance Evaluation:

1. Sales achievement
2. The business development activities are evaluated on Demand Generation activities (Qualitative & Quantitative)
3. The no. of new projects specified
4. No. of Seminars done
5. The order conversion details

Required Competencies:

Functional:

- Submit weekly progress reports on the activities
- Track and record activity on accounts and help to close deals to meet the sales targets.
- Work with marketing staff to ensure that prerequisites (like prequalification or getting on a vendor list) are fulfilled within a timely manner.
- Present business development training and mentoring to business developers and other internal staff

What We Offer:

- Ownership: Lead a high-impact initiative from the ground up.
- Empowerment: Your expertise will shape the future of our product assembly.
- Growth: Work with a passionate team and gain exposure to global manufacturing practices.
- Supportive Culture: A collaborative environment that values initiative and innovation.

Preferred Skills & Exposure:

- 3-5 years on experience in sales, preferably in Products such as (Building materials, Piping system, Sanitary ware, drain system, water management systems).
- Or Project market sales experience (Hotels, IT projects, industrial and residential).