



JOB DESCRIPTION

Title: Specification Engineer

Location: Delhi

Department: Sales – North

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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:

- ❖ As the **Specification Engineer – Government Projects & Specifications**, you will serve as a vital link between our products and key government projects.
- ❖ You will leverage your existing network and build new relationships to ensure ACO products are specified and implemented in major government initiatives.
- ❖ This role requires a proactive professional with strong project coordination skills and experience in navigating government procedures.

Qualifications & Experience:

Experience Required:

- 2–5 years of relevant and proven experience in specification sales, government liaison, or project sales.

Educational Qualification:

Bachelor's degree in architecture, Civil Engineering, Mechanical Engineering, or a related field.

Key Responsibilities:

- ❖ **Drive Product Specifications:** Proactively work to get our products specified and approved within key government departments and public sector undertakings.
- ❖ **Relationship Management:** Build, cultivate, and maintain strong, lasting relationships with crucial stakeholders, including government officials, policymakers, architects, consultants, and contractors.
- ❖ **End-to-End Project Coordination:** Manage the entire project lifecycle, from initial product specification and approval processes to ensuring smooth execution and successful completion.
- ❖ **Internal Collaboration:** Work closely with internal sales, technical, and operations teams to streamline processes, facilitate timely approvals, and maximize project conversion rates.
- ❖ **Market Intelligence:** Stay informed about government tenders, upcoming projects, and policy changes that may impact business opportunities.

What We're Looking For:

- ❖ **Proven Experience:** Strong background working with government departments, architects, and contractors.
- ❖ **Networking:** A well-established network within government bodies, architectural firms, and the contractor community, preferably in Hyderabad and nearby regions
- ❖ **Communication Skills:** Excellent verbal and written communication; ability to explain technical specifications and build professional rapport.
- ❖ **Project Management:** Strong organizational and multitasking skills to manage multiple projects effectively and meet deadlines.

Required Competencies:

- Excellent communication and presentation skills; ability to interact with cross-functional teams, clients, and consultants.
- Relationship-building skills.
- Ability to work independently and in teams
- Technical proficiency to ensure specifications comply with industry standards
- Adaptability and resilience
- Construction Industry Knowledge

What We Offer:

- **Flexibility:** A friendly, results-driven culture that respects your time.
- **Empowerment:** Your insights are valued, and your work makes a visible impact.
- **Learning & Growth:** Work on complex challenges with passionate peers and continuous learning support.
- Competitive salary + performance-based incentives.