Job Title : Technical Sales Engineer (3D Printers)

Location : Surat

Job Type : Full-time

About Us.

Make3d.in is a leading provider of innovative 3D printing solutions. We specialize in advanced 3D printers, including DLP and FDM technologies, catering to various industries such as manufacturing, healthcare, automotive, and education. We are looking for a dynamic Technical Sales Engineer to join our team and drive sales growth through expert technical knowledge and excellent customer service.

Job Description:

The Technical Sales Engineer will be responsible for driving sales of 3D printers and related products by providing in-depth technical expertise, conducting product demonstrations, and building strong customer relationships. This role requires a unique blend of technical knowledge and sales skills to understand customer needs and offer tailored solutions that meet their 3D printing requirements.

Key Responsibilities:

Sales & Business Development: Identify and develop new business opportunities in target markets, build a sales pipeline, and convert leads into sales.

Technical Expertise: Understand the technical specifications of our 3D printers, including resin, DLP, SLA, and FDM technologies, and be able to explain them to potential customers.

Product Demonstrations: Conduct live demonstrations of 3D printers, showcasing capabilities and benefits to potential clients.

Customer Consultation: Work closely with customers to understand their requirements and recommend the right 3D printing solutions.

Market Analysis: Stay updated with market trends, competitor products, and new technologies to provide insights that support sales strategies.

Proposal & Quotation: Prepare technical proposals, quotations, and presentations tailored to customer needs.

Collaboration: Work closely with the sales, marketing, and R&D teams to share feedback and insights from the market to improve products and sales strategies.

Qualifications:

- Bachelor’s degree in Mechanical Engineering, Electrical Engineering, or a related field.

- 1-2 years of experience in technical sales, preferably in 3D printing or related industries.

- Strong understanding of 3D printing technologies, particularly DLP, SLA, and FDM.

- Excellent communication and presentation skills with the ability to explain technical information clearly.

- Proven track record of achieving sales targets and growing customer base.

- Strong problem-solving skills and the ability to work independently.

- Proficiency in CRM software.

- Willingness to travel to meet with clients and attend industry events.

Benefits:

- Competitive salary with performance-based incentives.

- Opportunities for professional development and career growth.

- Work with cutting-edge 3D printing technologies in a dynamic and innovative environment.

How to Apply:

Interested candidates should send their resume and a cover letter to hr@make3d.in with the subject line "Technical Sales Engineer – 3D Printers".