

NKR Engineering Pvt. Ltd.

Plot # WH-13-A8, Korangi Creek Industrial Park, Korangi, Karachi

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Sales Representative

Job Description:

NKR Engineering (Pvt) Ltd. is one of the leading manufacturers and suppliers of mechanical equipment in Pakistan. We have been providing quality goods with cost-effective and tailored solutions to our customers. NKR is an employee and customer-oriented company. Our main motive is to satisfy our customers. We focus on helping customers find the right solutions for their needs and provide ongoing support.

In direct collaboration with application engineers and customers, this position is responsible for communicating customer needs to the team and consulting customers for an optimal solution for their application. A major component of this position involves ensuring customer satisfaction and performing on site visits to the customers to fill the communication bridge between our company and our clients.

Duties and Responsibilities:

- Perform on site visits daily to ensure customer satisfaction and convey customer requirements to the application engineers
- Negotiating prices with the customer to arrive at a win-win position for the company and client
- Review accurate cost estimations for proposals
- Administering sales and after sales service activities of projects right from conceptualization to implementation
- Co-ordinate with application engineers throughout the life cycle of the project to ensure timely delivery and accurate implementation
- Provide input into and maintain databases (customer/market/competitor intelligence)
- Provide recommendations to optimize and innovate products based on industry needs and client feedback

Qualification:

- Required 1-3 years of experience in quoting of engineering of highly engineered capital equipment
- Bachelor's or Master's degree in Business Administration, Management, or Finance
- Must have a valid driver's license and willing to travel for work e.g., to client's site
- Possessing knowledge of software and technical skills specific to job
- Demonstrating project management abilities
- Developing strong quantitative skills

- Collaborating across interdisciplinary teams
- Ability to prioritize demands in a fast-paced work environment
- Willingness to learn and adapt to environment and foreign workplaces
- Strong leadership skills including building strong relationships with new people
- Strong communication skills (verbal and written; strong listening skills)
- Strong judgement, analysis, and problem-solving skills, with the ability to make decisions
- Good level of computer skills (Microsoft Office, AutoCAD)