

Job Title: Industry Solution Associate-Sales

Education: BE/B.Tech- Mechanical

Work Experience: 2-3 years' experience in CAD sales or software sales/Technical and IT products sales/Industrial products Sales

Location: Bangalore

Job Role: Full time/ Permanent

Working Days: Monday to Friday (Last Saturday)

About the Opportunity: Conceptia Konnect is seeking a Industry Solution Associate with at least 2-3 years of CAD/CAM/CAE/PDM/ERP software sales experience.

Job Responsibilities:

- Establish a professional, working, and consultative, relationship with the client, including the executive level for mid-to-large accounts by developing a core understanding of the unique business, engineering, and technology needs of the client within their industry.
- Leverage existing client relationships to grow Conceptia business and build the pipeline in, and drive pursuit of, the full Conceptia portfolio of solutions.
- In-depth knowledge of client's organizational structure and product development, manufacturing, and purchasing processes.
- Ability to successfully drive sales in all existing and new named accounts utilizing a solutions sales approach for prospecting, qualifying, uncovering needs, proposing solutions, and closing new business.
- Develop and maintains knowledge of industry trends, associated solutions, and key partners.

Desired Candidate Profile:

- B2B solution sales experience
- Experience working in a technical environment – specifically in the engineering / manufacturing industry
- Knowledge and understanding of product development and manufacturing processes
- A proven track record of solution sales success.
- Experience within the CAD/CAM/CAE/PDM/ERP industry

Conceptia Software Technologies Ltd.

Registered Address: No. 22, 6th Block, Banashankari 3rd Stage, III Phase, 100 Ft. Ring Road, Bangalore – 560085,

Tel: +91-80-26799382, Fax: +91-80-26798959, Email: info@conceptia.in

About Company: Conceptia, a leading reseller of SolidWorks from Dassault Systemes.

Established in the year 2001, we have been a Dassault Systemes reseller partner for more than 15 Years catering to various industry verticals. As part of our business growth, we are expanding our sales operations in Bangalore. Conceptia has an established client base in the manufacturing and defense vertical coupled with a strong record for delivering highest customer satisfaction. This is an excellent opportunity to work with a leading CAD/CAM/CAE reseller and to be part of a company with an excellent track record in YOY growth.

Website: <https://ckonnect.in/solidworks/>

Company Address:

CONCEPTIA SOFTWARE TECHNOLOGIES LTD - Bangalore
22, 3rd Floor, Divya Shobha Building, 100 Feet Ring Road, 6th Block, 3rd Phase,
Banashankari, Bengaluru, Karnataka 560085

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