

## About the Company

The Wurth group is the global market leader in the manufacturing and sale of assembly and fastening materials. It has 400 independent companies in more than 80 countries providing employment to 85,000 employees worldwide of which 43,000 employees are in sales. The group comprises of 1,25,000 products in the core business, Wurth Line, ranging from screws, screw accessories, anchors, tools, chemical technical product to personal protection equipment. The 75 years long journey as the world market leader in the development, manufacture and sale of assembly and fastening materials, the group has demonstrated its competitive strength and stability in the financial year 2024 with a new record set in sales of EUR 20.2 billion. Today, more than four million customers worldwide place their trust in Wuerth. With the vision of "Becoming the number 1 in the eyes of the customers as the best sales team", Wurth India, headquartered in Mumbai is currently on an exciting journey of transformation and growth which will give you the chance to build a career as unique as you are.

We count on your unique voice and perspective to help Wuerth become even better. Join us and build an exceptional experience for yourself, and a better working world for all.

## Graduate Engineer Trainee (GET)

### About the Role:

We are seeking enthusiastic and driven candidates to join our Sales team. You will be responsible for handling sales and working within our sales departments. This role requires a proactive approach to building relationships and providing reliable solutions directly to our customers.

The incumbent is expected to –

- Develop a daily agenda of customer visits to demonstrate current and speculative products and assist customer in decisions making
- Maintain consistent contact with customers to maintain a high degree of customer satisfaction
- Conduct demonstrations on products at Projects or construction sites
- Communicate with customer regarding offers, Quotations etc.
- Follow-up of closing the orders and collecting the Payments due.
- Maintain Customer base (Record maintenance) and provide customer service
- To explain various incentive and promotion schemes of the company to the customer so that they can take advantage of the same
- Submit Daily Sales Reports (DSR)
- Attend weekly review meeting with Reporting Line manager
- Abreast on product knowledge, Competition knowledge and market situation

To qualify for the role, you must have minimum criteria as mentioned below-

B.E / B Tech Civil, Mechanical & Electrical

Excellent verbal and written communication skills

Basic computer skills

Willingness to travel

**Wuerth | Building a better working world.**

At Wuerth we place the employees at the center of business life giving them scope to develop their creativity and put their ideas into practice. As a responsible employer, we invest in ongoing training of our workforce and step forward to thank, recognize , and reward the employees for their performance based on merit. As employees of the Wuerth Group, we assume responsibility for our actions, work in mutual respect and are straightforward and predictable in everything we do.

We treat our fellow human beings and the Earth's resources in a responsible manner that does justice to our future generations. Our purpose is building a better working world.

Does that resonate with you? We look forward to working with you.