

Job Description: Trainee Sales

About Kingspan Jindal

Kingspan Jindal is a Joint Venture company of globally prominent Kingspan Group and Jindal Mectec Pvt Limited, India's pioneer & largest manufacturer of insulated panels since more than 2 decades. Kingspan Group is a global leader in the business of design, development, and delivery of advanced building envelope solutions for wide range of industry in various sectors namely Infra Structure, Warehouses, Logistic Park, Pre-Engineered Prefabricated Buildings, Airports, Hangars, Manufacturing, Industrial & Commercial Buildings. **The Kingspan Jindal partnership brings together industry leading innovation and emerging global building technologies to create new high performance building solutions in India.**

Kingspan Jindal endeavour is to capture the massive growth of modern methods of construction in India. The JV will accelerate the development of Jindal Mectec's existing product portfolio, leveraging Kingspan's world-leading insulated panels and building envelope technologies. World-leading innovation - such as Kingspan's QuadCore™ insulation core with its superior thermal and fire performance will become available to the Indian market. In addition, the Kingspan Jindal JV offers a world-class infrastructure solutions portfolio leveraging Kingspan's KingZip™ Standing Seam Build-up & Hybrid PIR Roof System, Flat Membrane Roof System, Dri – Design & Penalised Facades System, Architectural Wall Panels System available as a package with the Group's integrated smoke ventilation and day lighting systems most suitable for premium infrastructure and intricate steel building projects.

Website → Visit us @ <https://www.kingspanjindal.com/>

LinkedIn → <https://www.linkedin.com/company/kingspanjindal/mycompany/>

Role	Trainee - Sales (Technical Products)	Designation	Graduate Engineer Trainee
Grade	M10	Department	Sales or BD
Experience	Fresher	Qualification	B. Tech / MBA
Reporting Manager	Department Head Or Section Lead	Location	North / South

Position Summary

We are seeking highly motivated and dynamic individuals to join our team as Sales Team. This role is ideal for freshers who are passionate about technology and eager to learn and grow in a sales environment. The successful candidates will be involved in selling technical products, requiring a good understanding of their technical aspects.

Role Objective

As a Trainee the incumbent will be an integral part of our dynamic sales / BD team, responsible for promoting and selling our cutting-edge products.

Observes the sales process, practices, and maintains and develops relationships with clients, and assists customers with information like product or service quotes.

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Role & Responsibilities:

- **Learn and Understand Product Details:** Gain a thorough understanding of our technical products, including their features, benefits, and applications.
- **Client Engagement:** Actively engage with potential clients to understand their needs and suggest appropriate technical solutions.
- **Product Demonstrations:** Conduct product demonstrations for clients, highlighting the technical advantages of our products.
- **Feedback Collection:** Collect feedback from clients and prospects to improve product offerings and sales tactics.
- **Market Research:** Stay updated on industry trends and competitor activities to effectively position our products.
- **Training and Development:** Participate in training sessions to enhance sales and technical skills.

Education and Experience

- Qualification – B.Tech + MBA
- Fresher

Required Skills

- Teamwork Skills
- Excellent communication and interpersonal skills
- Strong analytical and problem-solving abilities
- Ability to learn new skills and Self-improvement,
- Ability to understand and convey complex technical information.
- Multitasking and Flexibility
- Ability of Prioritization and organization of the task
- Willingness to travel is a must.

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