**Management Trainee**

Location - Pune

Grade – MT

Department – Product Marketing

CTC – Inr 4.5Lacs p.a

On Site Role

Job Profile

On Training

1. Undergo training for 12 months In-house.
2. Collaborate with existing team members to understand business requirements.
3. Understand the linkages with FAE and Sales.
4. Shadow the managers to learn from them.
5. Mentoring by Managers to understand the role well.
6. Start learning the basics of the job.

On Confirmation

1. Identifying potential customers to demonstrate products and gain new market for Active/Passive/Electromechanical Components products in India.
2. Identifying and engaging the top players and potential lines for the division.
3. Position and communicate product value to the customers covering technical & operational managers & users.
4. Ensure constant interaction with principals on the technology and marketing front.
5. Good understanding of sales processes like negotiating, tender and contracting terms with Clients.
6. Should be used to adapting various marketing strategies like trade shows, the technical conference.
7. Build an effective client relationship with the assigned list of customers.
8. An Interface between the organization’s technical application/sales team, and with the customer.
9. Meeting the revenue targets, reporting MIS and client reports.
10. Ensure the high level of customer satisfaction.
11. Managing the business cycle for all the principals.
12. Understand vertical market application and latest technical development for all products.
13. Exposure to preparing yearly business plan and strategy.
14. Collaborate with other departments to achieve business targets and productivity improvement.

**Person Descriptor** – Collaborative, Self-Starter, Strategy, Analytical, People connect, Pro-active, Multi-tasking, Innovative.

**Job Requirements**

* Bachelor’s degree in an Electronics & E&Tc.
* Degree in Business Administration (Marketing).
* Strong knowledge of electronics engineering technology.
* Open mind to learn from trainings and guidance.
* Basic Presentation Skills – knowledge of Excel and Power point.
* Should have good verbal and written skills.
* Open to Travel Local and Outstation.