

Job Title	Business Development Manager
Job Location	Bangalore/Pune/NCR
Experience Range	10 to 15 Yrs
Education Qualification	BE/B.Tech. (Mech.) / MBA Or Equivalent Experience
Desired Skills	<ul style="list-style-type: none"> • An individual with effective sales & business development skill sets with a significant exposure to engineering services industry is must. • Experience in offering product engineering design services. • Experience of dealing with European Automotive OEMs and Tier1's is necessary. • Good analytical, business negotiation and communication skills. • Fluency – both in English and German preferred. • Good connects with key decision makers in industry. • Location – Bangalore/Pune/NCR, India. <p>Job Role & Responsibilities:</p> <ul style="list-style-type: none"> • Responsibility for achieving the revenue target. • Responsibility for product engineering services sales approach /strategy for a customer acquisition. • Building and developing a healthy sales pipeline for the geography with focus on developing some key strategic accounts Inputs for budget planning for the geography. • Develop detail revenue forecast for a month-on-month basis. • Work in close coordination with Global Head Business Development, Operations head & pre sales for day-to-day execution of the plan. • Tracking and reporting of the sales pipeline progression. <p>Proficiency or should have good knowledge in CATIA V5 / UG NX or other mechanical software/tools.</p>

Job Title	Business Development Executive
Job Location	Bangalore/Pune/NCR
Experience Range	0 Yrs. to 03 Yrs.
Education Qualification	BE/B.Tech. (Mech.) / MBA Or Equivalent Experience
Desired Skills	<ul style="list-style-type: none"> • An individual with effective sales & business development skill sets with a significant exposure to engineering services industry is an added advantage. • Good analytical, business negotiation and communication skills. • Good connects with key decision makers in industry. • Good analytical, business negotiation and communication skills. • Fluency – both in English and German preferred. • Good connects with key decision makers in industry. • Location – Bangalore/Pune/NCR, India. <p>Job Role & Responsibilities:</p> <ul style="list-style-type: none"> • Making every day cold calls. • Generate database of client related to our business domain. • Generate leads & fix-up an appointment with key contacts. • Meeting the clients & understand their requirements. • Responsibility of closure of leads developed in the geography. • Responsibility for achieving the revenue target. • Willing to travel whenever & wherever required.

	<ul style="list-style-type: none"> • Responsibility for product engineering services sales approach /strategy for a customer acquisition. • Building and developing a healthy sales pipeline for the geography with focus on developing some key strategic accounts Inputs for budget planning for the geography. • Develop detail revenue forecast for a month-on-month basis. • Work in close coordination with Global Head Business Development, Operations head & pre sales for day-to-day execution of the plan. • Tracking and reporting of the sales pipeline progression. • Tracking and reporting of the sales pipeline progression. <p>Proficiency or should have good knowledge in CATIA V5 / UG NX or other mechanical software/tools.</p>
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Job Title	Engineer / Trainer-CAD
Job Location	India
Experience Range	3 – 7 years
Education Qualification	Diploma / Degree in Mechanical / Production / Automobile / Industrial Engineering
Desired Skills	<ul style="list-style-type: none"> • Should have experience in providing training on mechanical tools (CATIA ANSYS & AutoCAD) to engineering professionals, engineering graduates & engineering college students in all mode i.e. at company location/client location or at institution premises. • Should have good domain knowledge in different segment of industries i.e. aero & auto industries. • Should have excellent knowledge on Tooling Feasibility, Surface analysis. • Proficiency in CATIA V5 and / or UG NX (Surface modelling and Part modelling & Drawing). • Expertise in Tool / Fixture Design in automotive / aerospace / machine tools / Heavy Engineering Industries. • Knowledge about sheet metal manufacturing processes. • Extensive hands-on experience in 3D CAD systems such as CATIA, UG NX, CREO or ACAD and simulation systems like ANSYS, HYPERMESH & NASTRAN. • Knowledge of GD & T. • Good written & oral communication skills. • Possess proactive approach, good analytical, presentation and problem solving and skills. • Willing to travel anywhere in India depends on requirement. <p>Job Role & Responsibilities:</p> <ul style="list-style-type: none"> ○ Providing training on mechanical tools/software (CATIA ANSYS & AutoCAD) to engineering professionals, engineering graduates & engineering college students in all mode i.e. at company location/client location or at institution premises. ○ Understand the client requirement accordingly trained them on tools as well on domain.

	<ul style="list-style-type: none">○ Responsibility of closure of leads developed (Training) in the geography.○ Responsibility for achieving the target for completion of training.○ Responsibility of attending inhouse projects on engineering solutions.○ Willing to travel whenever & wherever required.
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