



WE ARE HIRING

Products & Services

- Welding Consumables ◀
- Thermal Spray Powder ◀
- Heavy Engineering ◀
- Welding And Cutting Equipments ◀
- DIFFCOR ◀
- Hernon ◀
- Wear Plates & Wear Components ◀
- Reconditioning Services ◀

www.diffusionengineers.com

Diffusion Engineers Limited, an ISO 9001:2008 certified Company, pioneered the concept of Superconditioning in India.

The new generation Superconditioning materials and techniques offered by the Company enormously enhance the life of worn-out equipment and components. Diffusion offers a wide range of Lo Temp and Anti-wear Alloys to suit the reclamation needs of industries like Cement, Power, Sugar, Mining, Railways, Steel and Shipping. Diffusion products and reclamation services are backed by a team of competent engineers located at Chennai, Faridabad, Jamshedpur, Nagpur, Pune, Secunderabad and Chittorgarh. Further, the Company has established a nationwide network of distributors and dealers to address every customer need. Dealers & Services available in South East Asian countries, Middle East and Africa.

We are hiring for the position of "Graduate Engineering Trainee (GET) - Industrial Sales/Marketing".

Salary: CTC INR 2.60 Lacs + Travelling Expenses + Mobile Expenses + Internet Expenses + Incentive (After Completion of one year).

Job Description (Industrial Sales/Marketing)

Probation Period: 1 year.

Target Customers: Sugar Plants, Cement Plants, Power Plants, Steel Plants etc. Candidate should possess good knowledge about the above Industries.

Desired Candidate's Profile:

Target Area: As per the Territory and Postings Offered.

- o Core Interest in Technical Marketing profile and Fields Job.
- o Proficiency in English & Hindi preferred
- o Must be entrepreneurial and self-motivated
- o Efficient time management
- o Excellent organization, communication and problem solving skills
- o Excellent selling skills and relationship management
- o Good presentation/communication skills
- o Good observation skills
- o Good interpersonal skills
- o Basic computer knowledge, required

Applicant will conduct Industrial Sales with existing customers and develop new opportunities with end users and dealers within an assigned territory. Opportunities for promotion and professional development are available.

Gender: Male candidates only.

- Handling sales in assigned territory and maintaining business with current customers.
- Reviewing new enquiries and providing product quotes as required.
- Scheduling appointments with customers to review product needs and determine other opportunities.
- Constantly updating customers on up-to-date status of services, pricing and new product release launches.
- Generating, meeting and developing new prospects that turn into sales orders, close all opportunities in timely manner.
- Preparing weekly report and expense report.
- Keeping up to date on new products, services, procedures, and tools by attending training and department meetings.
- Coordinating with service engineers, attending technical, product demonstration and negotiation meetings; be able to answer technical queries.
- Giving Demonstrations at Customer end.
- Respond to quality problems & provide technical and commercial support for sales maximization.
- Making & delivering technical presentation

Joining: For 2018 passed out batch - Immediate

For 2019 passing out batch - After declaration of final results without any backlogs (tentatively in June'19/July'19).

Service Agreement: Selected candidates have to sign a Three (3) Years Service Agreement with the company at the time of joining.

Mandatory Requirement: Should be comfortable for PAN India locations & should be ready to sign a three years service agreement with the company.

Educational Qualification: B.E/ B.Tech (Mechanical/Production/Metallurgy)

Please note that any candidate applying or selected are not supposed to pay any amount/fees (in any form) to the company or our recruitment partners or any parties concerned at any stage (before, during or after) the recruitment process or joining.

Batch: 2018 passed out batch & 2019 passing out batch.

Campus recruitment event organized & coordinated by
NextGen Recruitment Ventures Limited

Cut Off: 50% throughout academics for 2018 Batch & 60% throughout academics for 2019 Batch.

Diffusion Engineers Limited

Head Office: T-5 & 6, MIDC, Hingna Industrial Area, Nagpur - 440016 MH.

Works Unit I: T-5 & 6, MIDC, Hingna Industrial Area, Nagpur - 440016 MH.

Works Unit II: N-78 & 79, MIDC, Hingna Industrial Area, Nagpur - 440016 MH.

Works Unit III: T-12, MIDC, Hingna Industrial Area, Nagpur - 440016 MH.

Number of vacancies: Limited & separate batch wise. Please note that hiring will strictly depend on the quality of the candidates fulfilling our recruitment parameters.

We have Branch offices located at: Chennai, Faridabad, Jamshedpur, Pune, Raipur, Secunderabad, Chittorgarh, Ahmedabad

Job location: Initial training at Nagpur then anywhere in India.