

# WE ARE HIRING !

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## TOUGH WORLD. TOUGH EQUIPMENT.

- **Liugong, officially Guangxi Liugong Machinery Co. Ltd., founded in 1958, is a Chinese multinational construction machinery manufacturing company headquartered in Liuzhou, China.**
- **Liugong is a leading construction equipment manufacturer in the world offering a full line of extreme duty, intuitive machines for construction equipment owners constantly challenged to do more with less.**
- **Liugong is a company of many firsts, including being the first company in China to begin manufacturing heavy equipment and the producer of China's first modernized wheel loader in 1966. The company has been integral in China's modernization and infrastructure development.**
- **Liugong has a total of 20 manufacturing facilities worldwide. The company employs around 11,000 people worldwide, including nearly 1,000 engineers working in four world-class research and development facilities.**
- **Liugong now has 15 product lines including wheel loaders, excavators, bulldozers, motor graders, pavers, cold planers, skid steers, backhoe loaders, rollers, forklifts, truck mounted cranes, crawler cranes, pipe layers, mining dump trucks and concrete equipment.**
- **The company is a leader in the design and production of wheel loaders. The company supports its global product lines with a rapidly growing network of more than 300 dealers across six continents in around 130 countries. The Liugong dealer network provides over 2,650 sales outlets around the world.**
- **Liugong India Private Limited (a 100 per cent subsidiary of Guangxi Liugong) started its operations in 2007 with its HO at Delhi and presence across India. Liugong India has set up a state of art manufacturing facility in Pithampur, Indore. The Plant manufactures Wheel Loaders & Motor graders in India. Committed to embrace the "Make in India" campaign by initiatives and new offerings to the Indian market, Liugong machines are designed to meet any challenge, any day.**

**We are hiring for the position of Trainee Service/Sales Engineer.**

### **Brief job profile/responsibilities:**

**Engineer Service** ▪ Achieve Target of MTTR ▪ Responsible to service of under warranty machine in the area ▪ Responsible having knowledge of engine and transmission repairing ▪ Responsible for Training and development of Dealer Service Team ▪ Responsible for guiding dealer in resolving Critical issues ▪ To conduct Customer Training Programmes ▪ Responsible for Customer Satisfaction in the area ▪ To achieve target of parts and lubricant sales

**Engineer Sales** ▪ Responsible to increase market share of Liugong Make Machines (Loaders, Motor Graders, Compactors & Excavators) in the respective region ▪ Achievement of agreed sales targets ▪ Expansion of Business by Retention of Existing Customers & Adding New Customers ▪ Forecasting & planning of Construction Equipments & Excavator machine through proper market information ▪ Responsible for Pricing / positioning of product; Monitoring and analysing progress on monthly basis and take initiative to improve the performance if required Negotiation on deal, finalize and arrange finance support ▪ Develop and coordinate Sales selling cycle and methodology. Analyze and evaluate the effectiveness of business, methods, costs, and results ▪ Monthly Information System (MIS) as per the company policies i.e., Monthly report, Monthly Forecast & Rolling plan ▪ Generate enquiry, meet customer, financier and monitor competitor activity ▪ Co-ordinate with service team for after sales support ▪ Analysis business potential, conceptualize & execute strategies to drive sales, augment turnover and achieve desired target. Keeping a tab on all upcoming construction projects in the stipulated area ▪ Implement competent strategies for business with a view to penetrate new accounts ▪ Handle named clients by creating excellent relationship to generate further business ▪ Managing the team of dealer's sales and service engineers so as to provide service to the end users assuring minimum possible response time ▪ Managing the supply of spare parts to the end users through dealer's network maintaining minimum response time ▪ Identify and participate in various marketing venues/trade shows and other related events conduct in the region ▪ Initiateness on Brand building, Customers meeting/demonstrations/exhibitions, advertisement

### **Skills/Expectations:**

**Engineer Service** ▪ Should be a team player and should have the leadership skills to manage ▪ Ability to survive under pressure of working conditions ▪ Excellent communication skill both oral & written ▪ Must be proficient in the use of computers and common software

**Engineer Sales** ▪ Ability to build strong working relationships, internal and external to the organization ▪ Proven Leadership - should have the capabilities to resolve issues, should be a good listener and capability to provide sufficient guidance to the customer ▪ Should be a team player and should have the leadership skills to manage, ability to survive under pressure of working conditions ▪ Collaborative working style with strong capability to work with multicultural teams ▪ Quality / improvement - very good in problems solving and analytical skills ▪ Excellent team work and better behaviour with Liugong's value ▪ Excellent communication skill both oral & written ▪ Must be proficient in the use of computers and common software

**Number of vacancies:** Limited. However, hiring will strictly depend on the quality of the candidates fulfilling our recruitment parameters.

**Job location:** Any city region wise (South & East India). Reporting office will be New Delhi.

**Tentative duration of the training/probation period:** 1 year

**Salary during training/probation period:** Rs. 16,000 per month (In Hand) + others as per company policy.

**Educational Qualification:** B.E. / B.Tech (Mechanical & Automobile) - 2019 passing out batch.

**Cut Off Criteria:** 65% & above in Engineering.

**Gender:** Male candidates only.

**Bond or security details or service agreement:** Not applicable.

**Joining:** The selected candidates have to join from Jun/Jul'19.

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.

**Recruitment event organized & coordinated by NextGen Ventures.**



**Liugong India Private Limited**

**HO:** 82, Okhla Industrial Estates, New Delhi-110020

**Plant:** Plot No.163, Industrial Area, Sector-III, Pithampur, Dist.- Dhar, Madhya Pradesh - 454774