



M. B. Control & Systems Pvt. Ltd.

CIN : U67120WB1980PTC033012 | PAN :AABCM7980K | GST NO.:19AABCM7980K1ZU

Registered & Corporate Office

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Innovative Electronics For You



ACCREDITED

Management Systems
Certification Body
MSCB-157



ISO 9001:2015

Certificate No: Q-205022100105

M.B. Control & Systems Pvt. Ltd, is an ISO-9001 company. Since our inception in 1983, we have been committed to provide innovative electronic systems and equipment for control and monitoring of industrial processes. We design, manufacture, install and commission industrial electronics systems on turnkey basis.

Our system solutions are suitable for Energy management systems, Weather Monitoring Solutions, Telemetry Systems, Remote Data Collection System, Remote Meter Reading Solutions, RTU Control Panels and Systems, SCADA systems and Sub-Station Automation Systems. Required energy reports are provided as part of the system.

Our team of experts is available to dispense expert technical support, and provide technical solutions to questions ranging from generic to complex. We consider excellence of products and service as a key to gaining customer loyalty and satisfaction. We have pan India presence via dealer and distribution network.

All the products we offer can be viewed on our website www.mbcontrol.com. We have clients such as in power generation (wind, solar, hydro etc.), OEM, Transmission, IPP, CPP, Heavy Industries etc.

Achieve your potential - build an exciting career

Discover the opportunity to join a dynamic, and responsible company that fosters the development of all its people and communities around the world. Every day, we challenge employees to achieve more and experience exciting careers.

JOB PROFILE

The Sales Engineer will be responsible for identifying business opportunities, developing new customers, managing existing client relationships, and generating sales revenue for Switchgear Products across Upper Assam. The role requires strong technical and commercial understanding of electrical products along with excellent communication and customer management skills.

Designation: Sales Engineer – Switchgear Products

Department: Sales & Business Development

Reports To: Regional Sales Manager

Location: Dibrugarh, Assam (Local Candidate Preferred)

Key Responsibilities

- Identify, develop, and generate sales opportunities for Switchgear Products in Upper Assam.
- Achieve monthly, quarterly, and annual sales targets assigned by the management.
- Develop and maintain strong relationships with customers, consultants, contractors, panel builders, and distributors.
- Conduct regular customer visits to understand requirements and provide suitable product solutions.
- Prepare technical and commercial proposals, quotations, and tender submissions.
- Follow up on enquiries, negotiations, and order closures.
- Generate new business through market mapping, cold calling, and networking activities.
- Monitor competitor activities, pricing trends, and market developments.
- Coordinate with internal teams for order processing, delivery schedules, and customer support.
- Provide technical presentations and product demonstrations to customers.
- Handle customer complaints and ensure timely resolution.
- Maintain accurate sales records, customer databases, and activity reports.
- Participate in exhibitions, seminars, and promotional events to enhance brand visibility.
- Ensure timely collection of payments and support receivable management.
- Travel extensively within the assigned territory for business development activities.

Qualifications

- Bachelor's Degree or Diploma in Electrical Engineering, Electronics Engineering, or related field.
- Strong knowledge of Electrical Switchgear Products and Power Distribution Systems.
- Understanding of industrial electrical applications and control systems.
- Ability to read electrical drawings, single-line diagrams, and technical specifications.
- Good communication, presentation, and negotiation skills.
- Proficiency in Microsoft Office applications including Excel, Word, and PowerPoint.
- Strong customer relationship management and business development skills.
- Ability to work independently and achieve assigned targets.

Experience:

- Minimum Exp. 2 Years in sales and marketing of Switchgear Products, Electrical Equipment, Control Panels, or Industrial Electrical Solutions.
- Experience in handling industrial customers, consultants, EPC contractors, and distributors will be preferred.
- Knowledge of the Upper Assam market and customer network will be an added advantage.